

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

In This Number:

Carrier's Liability for Storage

Prompt Rejection of Order Taken by Salesman

Oklahoma Gets New Export Rates

Arbitration Better Than Law

Can Credit Extension Be Eliminated

Pool Managers Trying to Explain

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The Weather and the Wagon Scale

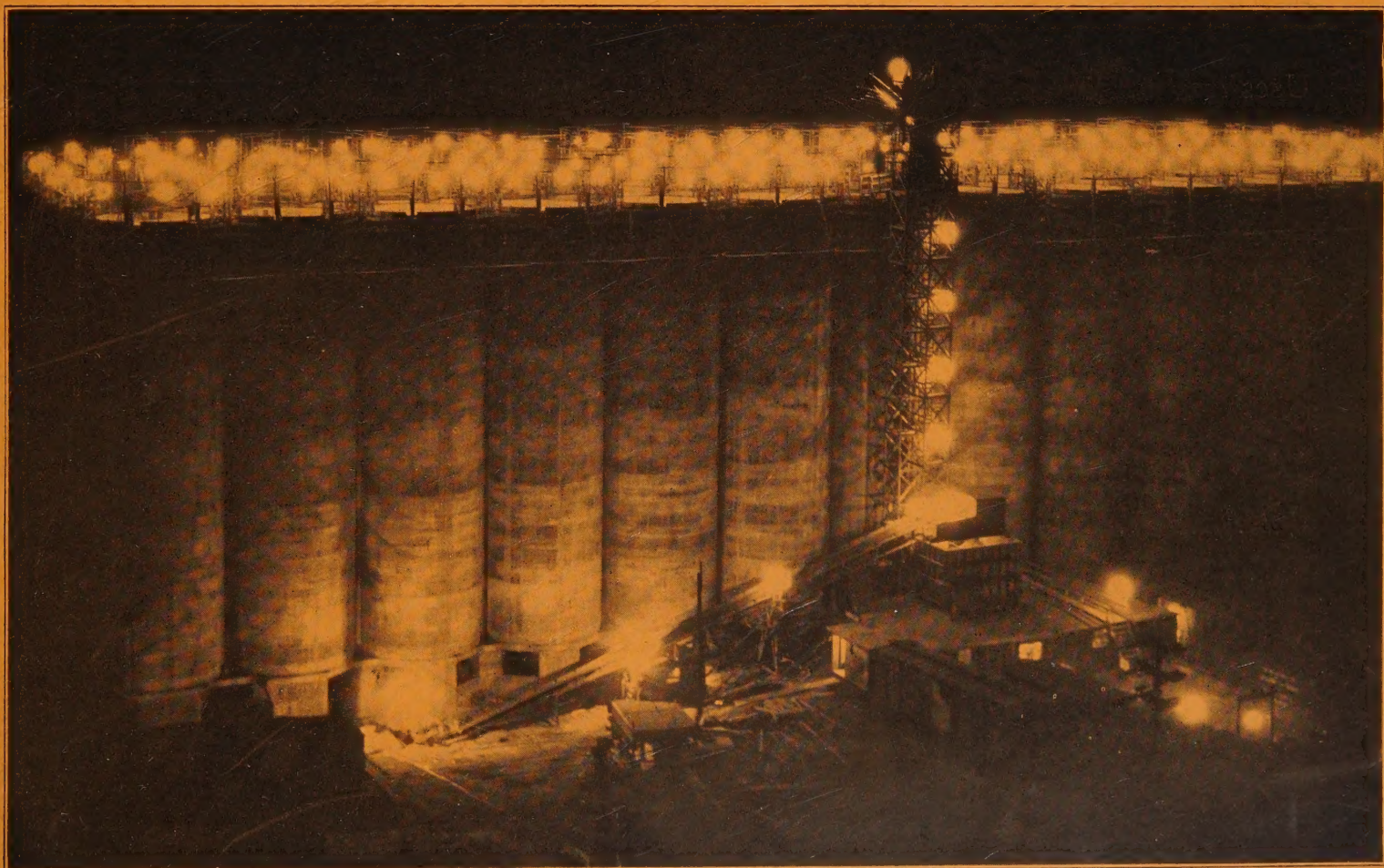
Co-operative Elevator Service of Dept. of
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Pool Members Protest Cash Distribution
to Few

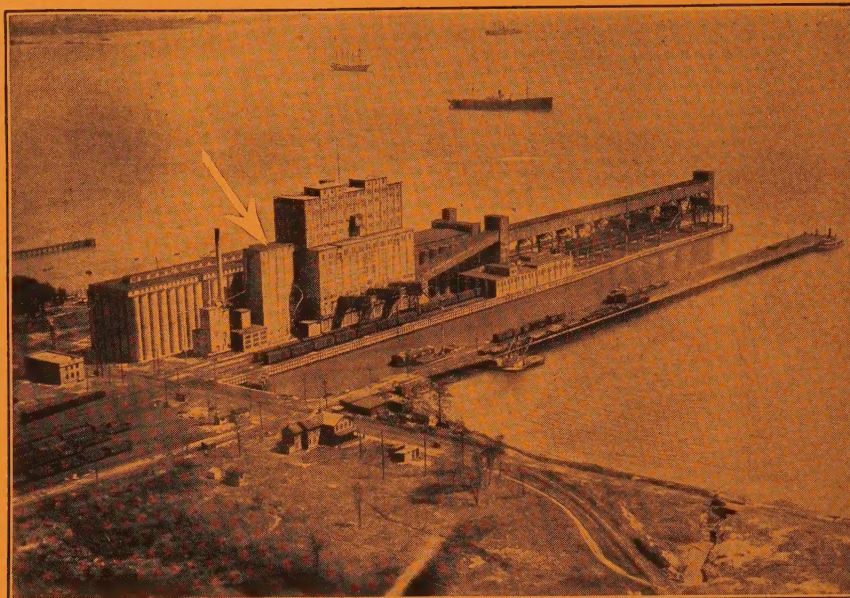
Colorado Seedsmen Hold Excellent Meeting

Nebraska Elevator Operators Discuss Grain
Trade Problems

Industrial Traffic League Working for Improved
Shipping Conditions



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SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

Assembly parts of Timken mounting for Swing Arms and one Twin Box of Allis-Chalmers Double Roller Mills.



Timken Economies in Allis-Chalmers Mills

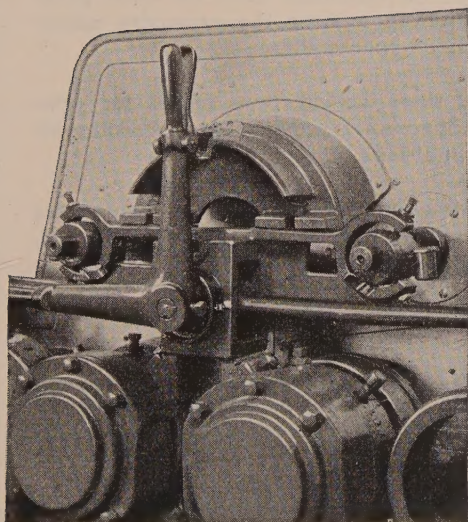
Long a principal factor in roller mill manufacture and progress, Allis-Chalmers equip their latest high-efficiency designs with Timken Bearings. The industry has never had so strong a guarantee of endurance for fast, non-stop operation.

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Technical information regarding bearing sizes and mountings is obtainable from the Timken Roller Bearing Service & Sales Company's Branches located in the following cities: Atlanta, Boston, Buffalo, Chicago, Cincinnati, Cleveland, Dallas, Denver, Detroit, Kansas City, Los Angeles, Memphis, Milwaukee, Minneapolis, Newark, New York, Omaha, Philadelphia, Pittsburgh, Richmond, St. Louis, San Francisco, Seattle, Toronto, Winnipeg



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ROLLER BEARINGS

GRAIN CLEANING *FLEXIBILITY*

Without Change of Equipment

TWIN CITY **EMERSON**

CYLINDER GRAIN SEPARATOR

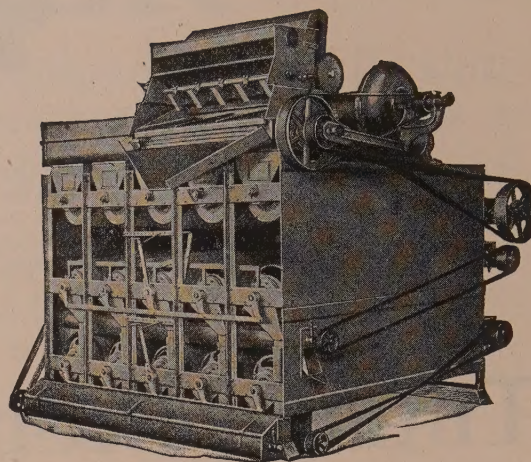
THE EMERSON system will respond perfectly to your particular requirements, making difficult separations that cannot be made on sieve machines. Its flexibility permits you to clean according to market conditions. No change of equipment is necessary. It is a high capacity cleaner with extremely low power consumption;—cleans, grades and separates in one operation.

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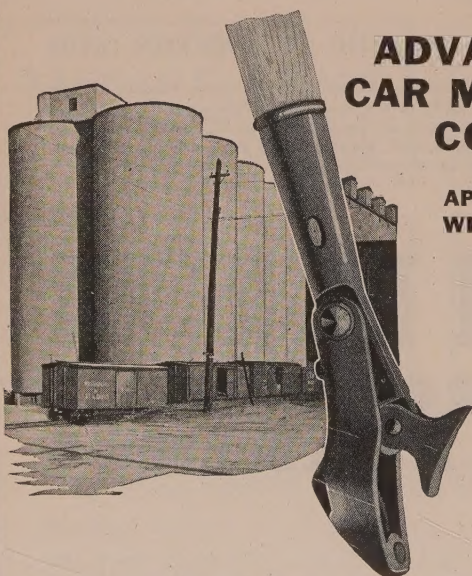
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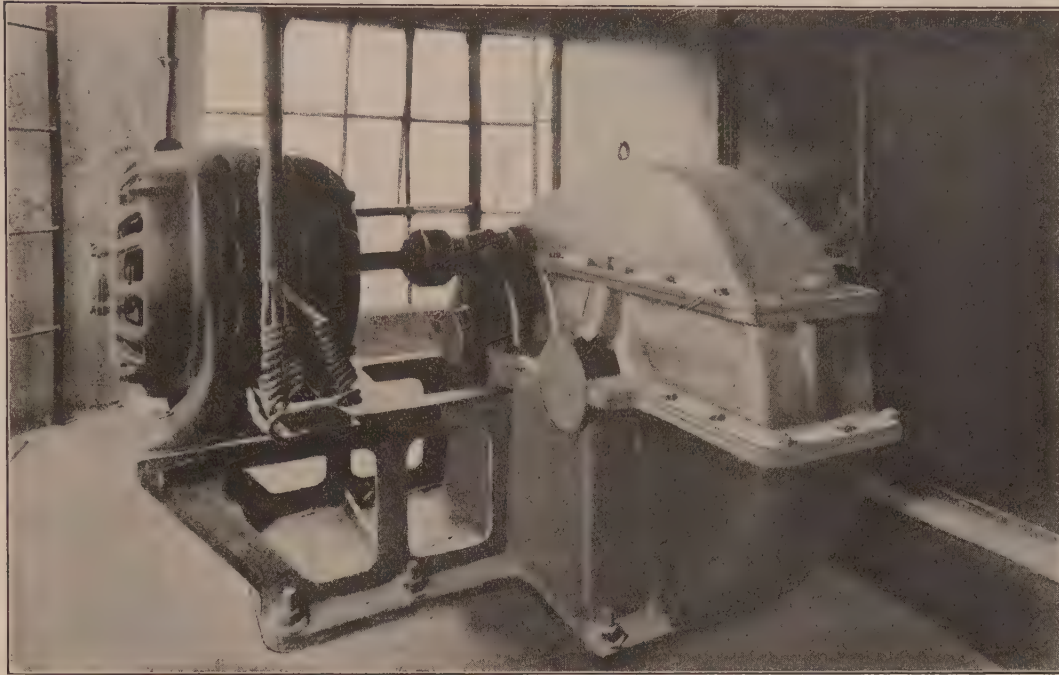
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Grain Dealers Journal
309 S. La Salle Street CHICAGO, ILL.



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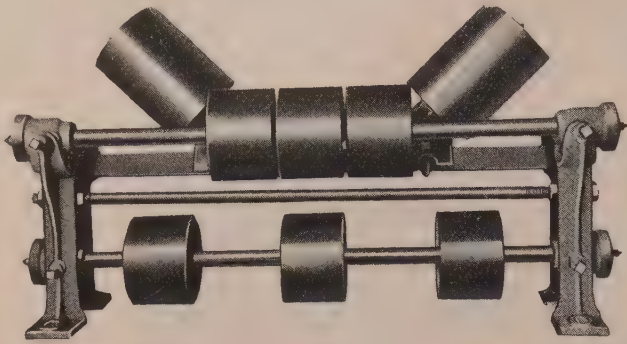
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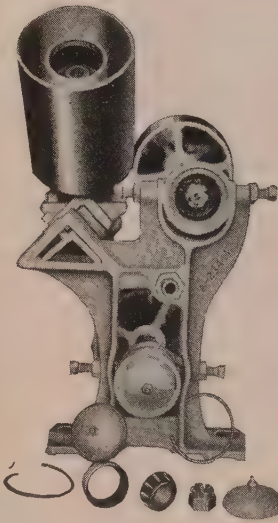
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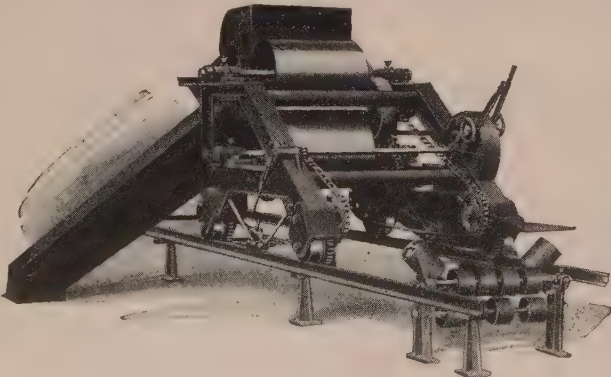
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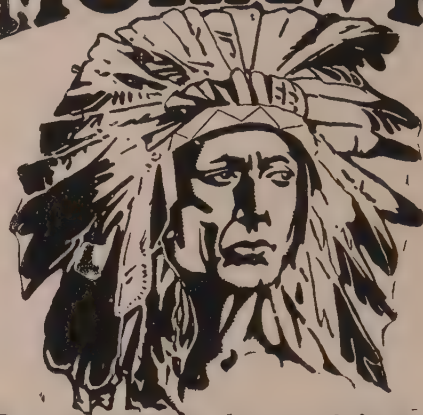
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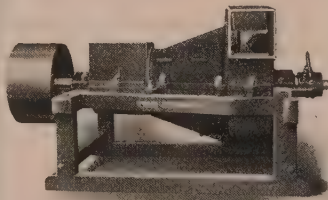
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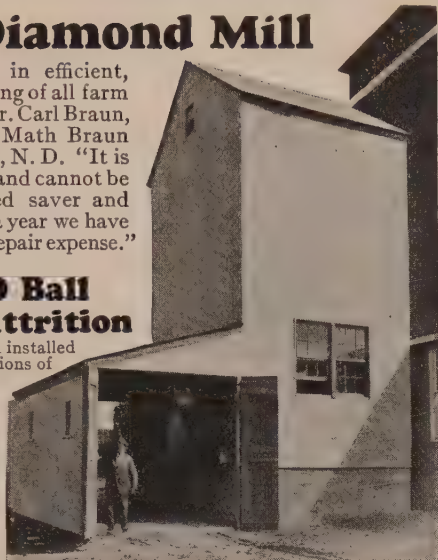
Ask for our large, illustrated Catalog and complete descriptions of Diamond Mills

"Our Diamond Mill

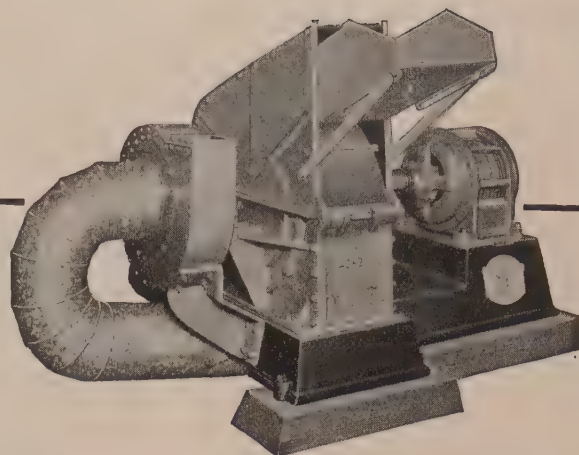
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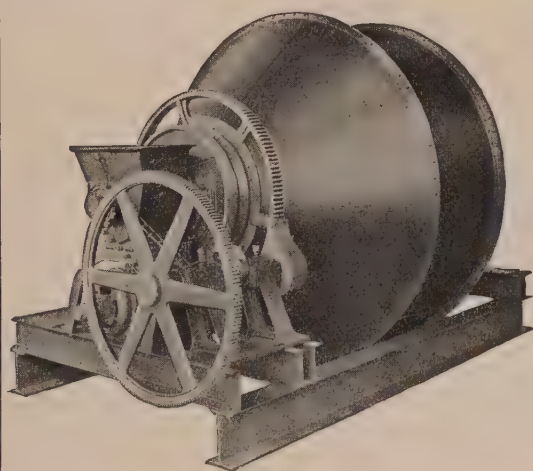
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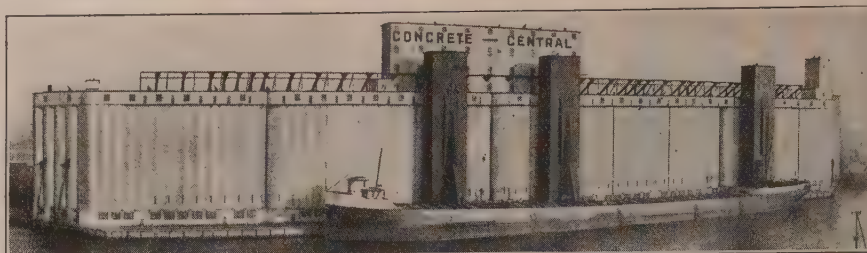
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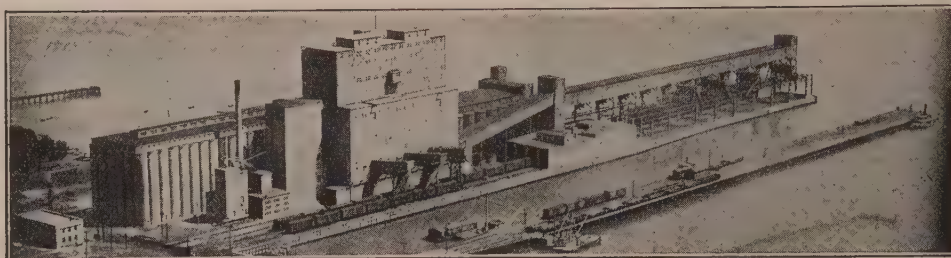
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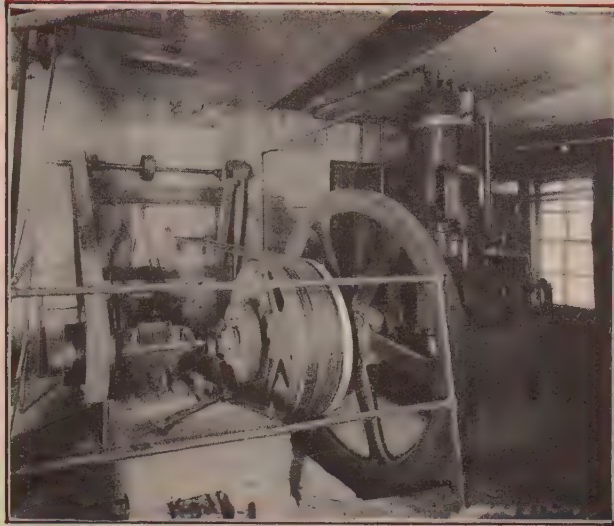
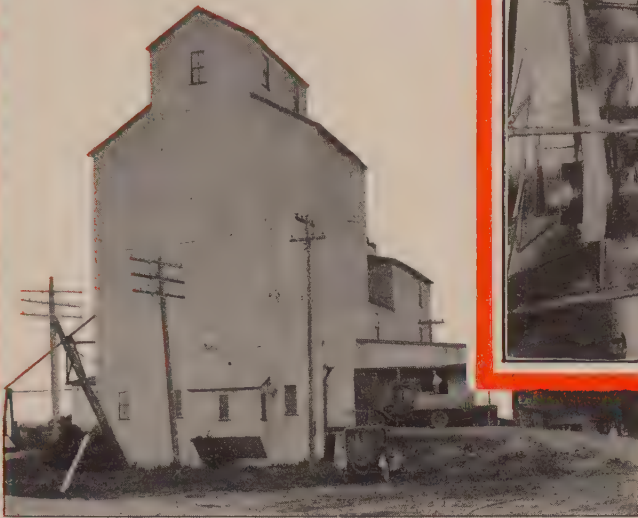
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It Pays to Plan Before You Build

We have induced reliable advertisers to talk to you.
If they interest you, mention that you saw it in The

Grain Dealers Journal



This 60-hp. F-M Diesel Engine drives the 80 barrel mill and 25,000 bushel elevator, illustrated opposite. Weighing here is done on a Fairbanks Dial Scale and also on a Fairbanks Truck Scale

More flour—less power cost

A. K. Johnson, proprietor of the Cokato (Minnesota) Mill and Elevator Company, did what hundreds of other millers should do: he made a detailed analysis of his power cost and started in to find out just how much it could be cut by Diesel Power. In the May 1 issue of "American Miller" he writes:

"We visited several mills using Diesel engines and received very favorable reports. The savings were so great that we purchased a 60-hp. Fairbanks-Morse Diesel." Later in the article, Mr. Johnson makes this comparison of his former power cost, when using purchased power, and his present cost while using the F-M Diesel:

Former Cost With Purchased Power

Bbbs. of flour manufactured	986
Sacks of feed ground	7,077
Cost of power	\$659.38

Present Cost With F-M Diesel

(332 more barrels)
(1,234 more sacks)
\$207.51

A saving of \$451.87 during a period in which 33⅓ per cent more flour, and 17 per cent more ground feed, was produced. This saving will pay for the engine in three years after allowing for interest on investment, upkeep, taxes and insurance.

Let us give you equally dramatic evidence of big savings in mills located near you.

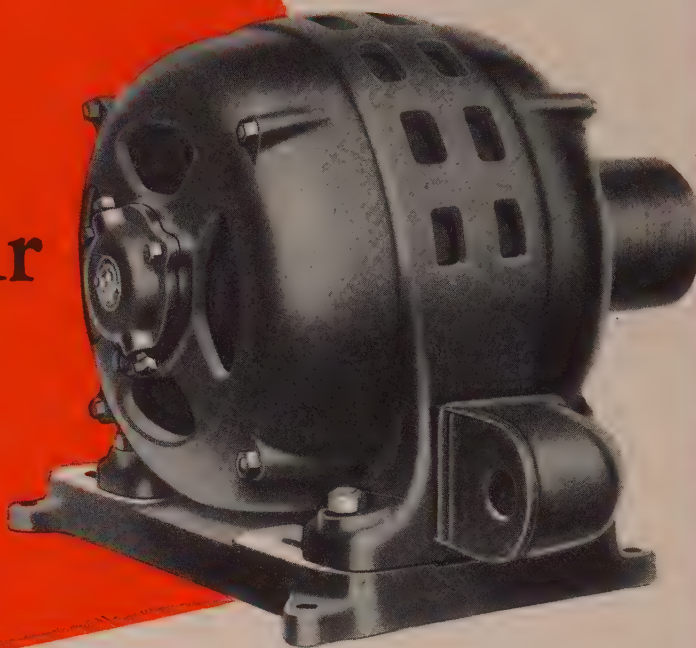
FAIRBANKS-MORSE

DIESEL ENGINES · MOTORS

SCALES · PUMPS



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pay for
what your
motors
lack?



Make *motor service* your guide in choosing a motor—and you will find the slight difference in the cost of a F-M Ball-Bearing Motor well worth while. Because in the long run you inevitably pay heavily for what your motors *lack*!

If your motors lack the perfected *ball-bearing* construction found in F-M Ball-Bearing Motors, the slight saving in first cost more than likely will be offset by the trouble resulting from shaft wear.

If your motors lack the sturdy, rigid frame con-

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If they lack the tough, durable insulation found in F-M motors, *you pay*. If they lack the overload capacity of F-M motors, *you pay*.

In flour mills and elevators, F-M motors by the hundreds are proving that every dollar invested in a Fairbanks-Morse Ball-Bearing Motor buys a maximum of dependable motor service.



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AEQA 22.7



Have You Adequate Weighing Facilities?

You are gambling with your profits if you haven't, because neither receiver nor carrier will recognize your weights unless you can demonstrate the adequacy of your equipment.

RICHARDSON AUTOMATIC GRAIN SCALES

are adequate because they can, when correctly operated, be found to

1. Check, with inimitable closeness, with the finest supervised carload hopper scales in same elevator.
2. Check with finest known tolerance for cross town movements with supervised honestly-operated Hopper or Track scales on cross town cars.
3. Check with supervised honestly-operated Carload hopper scales at distant terminal within the same tolerance allowed between two carload hopper scales at two of the best markets, provided no leakage, theft or transfer occurs en route.

Equip for honest weighing and get all that's rightfully yours!

RICHARDSON SCALE COMPANY

Clifton, New Jersey

CHICAGO

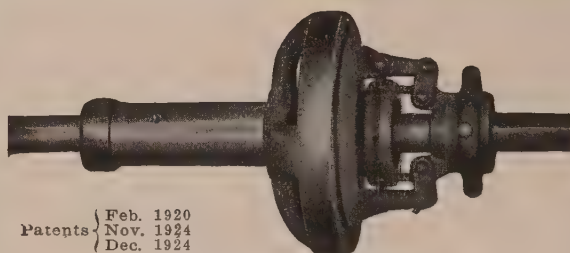
WICHITA

OMAHA

MINNEAPOLIS

U MAY

find a grain elevator to your liking in the "Elevators for Sale" columns of the Grain Dealers Journal, Chicago, Ill.; but, if you do not, you can surely find what you want by telling our readers your wishes thru our "Elevators Wanted" columns and thereby learn of some rare bargains which are not now advertised.



Patents { Feb. 1920
Nov. 1924
Dec. 1924

THE BEYL

Maximum Power—Minimum Cost

The Beyl is the most popular Clutch of today. Why? Because every owner is a Booster. One Beyl Clutch in a new field resells itself many times.

The New Beyl with its Hyatt Industrial Roller Bearing Sleeve is described in "Motorize Correctly." Write us for your copy. It tells how the Northwest is now eliminating Friction and Fire Hazards. The method is thoroughly endorsed by every Insurance Company interested in an elevator.

Link Belt Supply Co.

Minneapolis - Minnesota

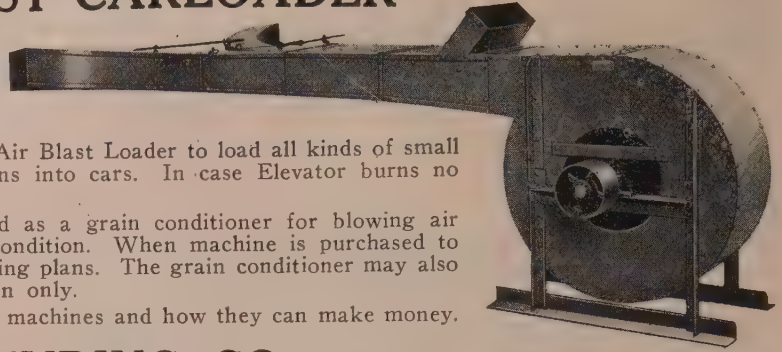
*Manufacturers of Hyatt Equipped
Grain Elevator Transmission*

THE BOSS AIR BLAST CARLOADER

Will load grain cars from your Elevator without scooping in the car, both ends of the car being loaded at the same time. The machine will not injure the grain because it does not pass through the fan. It will clean and raise the grade. We also build Portable Air Blast Loader to load all kinds of small grain, ear corn, cobs, etc., direct from wagons into cars. In case Elevator burns no time is lost.

The Boss Air Blast Loader can also be used as a grain conditioner for blowing air through bins to cool and keep the grain in condition. When machine is purchased to serve this dual purpose we will furnish installing plans. The grain conditioner may also be installed for cooling and conditioning grain only.

Write for illustrated Catalog E. showing these machines and how they can make money.



MAROA MANUFACTURING CO., Dept. G, Maroa, Illinois

"Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment



S. HOWES CO., Inc.

**INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.**



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

IMPORTANT

ANNOUNCING

IMPORTANT

HYATT ROLLER BEARING WESTERN SHELLERS AND CLEANERS AND LINE SHAFT EQUIPMENT



HYATT ROLLER BEARING
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.



McMillin Combination Wagon and Truck Dump

Are you contemplating re-qualifying your plant? Putting it in readiness to handle a Bigger Volume of business in a more satisfactory way?

Remember your Dump.

This is IMPORTANT!

Control your business by being prepared to take care of it.

Be the first in your vicinity to say:—

"We have a McMillin Combination Wagon & Truck Dump. We can take care of you! Any length vehicle, either wagon or truck—we're able to handle them. Why? Because we use the McMillin Combination Wagon and Truck Dump, which is especially constructed to handle all vehicles with ease, safety and speed and we invite you to share in the Service we are in position to offer you."

For further information Address

L. J. McMILLIN

525 Board of Trade,
Indianapolis, Ind.

WHY - A - LEAK —STOP IT—

BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock,
Ontario

Read the Advertising pages.
They contain many stories of interest.
The *Grain Dealers Journal* presents only reputable concerns.

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
H. S. COVER
Box 404 South Bend, Ind.



CONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

'Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs.' R. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.
N. P. BOWSHER CO., SOUTH BEND, IND.



10,000 SHIPPERS Are now using

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice President
617 Railway Exchange Bldg., Chicago, Ill.



Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

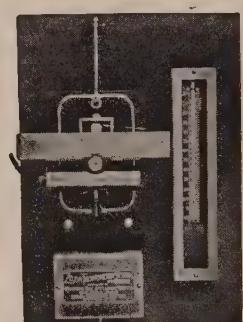
Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

Zeleny Thermometer Co.

542 S. Dearborn St.

CHICAGO

A Few Zeleny Installations

Cargill Grain Co.
Pillsbury Flour Mills
Bartlett Frasier Co.
Udike Grain Co.
Armour Grain Co.
Larabee Flour Mills
New Orleans Public Elevator
Maney Milling Co.
Buckeye Cotton Oil Co.
Red Star Milling Co.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

SOUTHERN MICHIGAN—Grain Elevator, coal, feed business; good territory; reasonable. Write 59N8, Grain Dealers Journal, Chicago, Ill.

OHIO—Modernly equipped elevator in excellent condition, doing fine business. Good reason for selling. Address 59U6, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—20,000 bu. cribbed elevator in excellent condition, doing good business. \$8,000 if taken quickly, good terms. Address 59W22, Grain Dealers Journal, Chicago, Ill.

KANSAS—Good Western Kansas elevator for sale in protein belt; good territory; only one competitor. Address 59W24, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Elevators located in Southeastern Nebraska. Large corn crop now being gathered. Also a terminal elevator located on the Missouri River. Have a few two-burner moisture testers for sale. Address 59X13, Grain Dealers Journal, Chicago, Ill.

NORTH CENTRAL NEBRASKA—Modern 25,000 bu. cribbed elevator for sale in excellent grain territory. Electrically equipped and so arranged that it can be easily operated by one man. Priced right. Address The Cornbelt Lumber Co., Lincoln, Nebr.

OHIO—18,000 bu. elevator for sale, electrically equipped; located in corn and oats belt; frame metal covered building and machinery in good condition; doing 150 to 200 cars a year; also coal and feed. A money maker. Address Lock Box 115, Bowling Green, Ohio.

NORTHWESTERN OHIO—Two Modern Country Grain Elevators doing good business shipping corn, oats, wheat, hay and straw, selling coal and feed, etc. Excellent farming territory; good location; good railroads and good schools. Priced right for quick sale. Write Pollock Grain Co., Middle Point, Ohio.

INDIANA—Elevator, feed mill and store, coal yard and grain business for sale; good plant; good location; no competition; capacity 7000 bu.; electrically equipped, everything new; no incumbrance. Reason for selling, have other business to handle. This place can be bought for \$6000. Terms to suit purchaser. F. L. Longstreth, Deedsville, Ind.

IOWA—Grain, feed, coal business for sale. Cribbed elevator of 25,000 bu. capacity; fully equipped; electric power; attrition mill; in first-class condition. Flour, seed, feed warehouses and 16 coal bins. Exceptionally good trackage on C. M. & St. P. Business flourishing with large territory and patronage. Under one management since 1882. Sale to settle estate. Clausen Elevator Co., Clear Lake, Iowa.

INDIANA—14,000 bu. elevator for sale, frame building, located on side track of CCC & St. L. RR., can ship over Monon or Big Four, ground lease only \$75.00 per year. Side lines of feed and implements, can put in coal yards if wanted; electricity, new hammer mill, 15 ton truck scales, 35 HP. engine, 60 HP. boiler, all other machinery in good condition. Will invoice merchandise and move what isn't wanted to my other elevator. Will sell at a bargain if taken at once. Can't take care of both places. \$5,200 will buy elevator and machinery. Write or call Milton Brown Realty Co., Greencastle, Ind.

ELEVATORS FOR SALE.

NEBRASKA—Elevator and residence for sale. Located in central Nebraska, good territory. Priced to sell. James Frye, Sweetwater, Nebr.

CENTRAL NEBRASKA—Cribbed elevator for sale, capacity 50,000 bu., feed mill in connection, also warehouses. Good grain belt, priced right. L. M. Gietzen, Columbus, Nebr.

ILLINOIS elevator for sale, large capacity, modernly equipped, handles 300,000 bu. annually; very large coal business; town of 1200, on hard road; no competition. Business every day in the year. Address 59X22, Grain Dealers Journal, Chicago, Ill.

Ohio—Elevator, chop mill and coal yard for sale; 10,000 bu. cap., electric power; in good wheat and dairy section with good shipping facilities, private grounds. Poor health reason for selling at low price of \$6,000, on good terms. 59X8, Grain Dealers Journal, Chicago, Ill.

WESTERN NEBRASKA—Modern grain elevator for sale, 15,000 bu. cap.; warehouses, coal bins, feed mill and a block of trackage, all on private grounds along main line of U. P. R. R. Doing a paying business. Address Farmers Elevator Co., Sidney, Nebr.

NORTHERN INDIANA—10,000 bu. cap. elevator, electric power, located in a fine grain territory, doing a very fine feed, seed, coal and feed grinding business. This is a money maker. Priced right for quick sale. Address 59U18, Grain Dealers Journal, Chicago, Ill.

EAST MICHIGAN—Well equipped elevator for sale; coal, feeds and other good side lines; grist mill attached. A splendid opportunity for a dealer with moderate capital. For full information address 59W16, Grain Dealers Journal, Chicago, Ill.

WISCONSIN—Modern, fireproof grain elevator, feed, flour and fuel business for sale. Good going business. Also modern home. Part cash, balance terms. Or will sell home and lease elevator with option to buy. Wonderfully equipped plant in rich dairy section. A rare business opportunity. B. C. Clement, Elmwood, Wis.

FOR SALE

Two terminal transfer elevators located in Chicago Inspection District, combined capacity 150,000 bushels. These elevators are in first class working condition and fully equipped to handle and condition all kinds of grain. Transit billing to the South and East. Priced at one-half the appraised value for quick sale. Terms. For particulars address 59X4, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR TRADE.

ILLINOIS—30,000 bu. grain elevator for sale or trade, 20 miles from Bloomington. Address 59V5, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

ELEVATOR FOR SALE OR RENT

EAST CENTRAL ILLINOIS—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners secure machines and engines which you want sell those for which you have no further use and perform a myriad of kindred services for shrewd people who use them regularly. **REAL AND USE THEM.**

ELEVATORS WANTED

WANTED—Grain elevator close to city. Active sidelines. W. W. Reichard, Urbana, Ill.

WANTED—Elevator at good station near Chicago. Address 59V3, Grain Dealers Journal, Chicago, Ill.

NORTHERN ILLINOIS—Grain, lumber, coal and feed business in small town. No competition. A money maker. Address 59X23, Grain Dealers Journal, Chicago, Ill.

STOP! READ! THINK! This advertiser writes: "Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

WANTED—To buy a good grain business in Illinois corn belt; want elevator that will do 300,000 bu. annually or better. Would like to have coal business in connection with the grain business. Address 59X3, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

IOWA—Site of Farmer's Elevator Company at Elkhart for sale; also good double crib of 9,000 bushels capacity. If interested write or call. Geo. B. Volz, Secy., Elkhart, Iowa.

FOR SALE—Feed mill building in Southern Minnesota. Large territory and great stock raising district. Also some shafting, pulleys, belting and roller mill. A splendid opportunity to get into the feed business. No other mill in town. Address 59X18, Grain Dealers Journal, Chicago, Ill.

KENTUCKY—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

PARTNER WANTED

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

SITUATION WANTED.

EXPERIENCED BOOKKEEPER wants position, independent or farmers' elvtr. Write 59X11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of country station, 10 years experience in Illinois, age 33, married, thoroughly capable, best of references. Write 59W15, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of country elevator. Have had several years' experience in grain and lumber business. Address Box 80, Burlington Junction, Mo.

WANTED—Position as manager of large or small elevator; several years' experience in both inland and terminal elevators; familiar with the office duties as well as the running of elevator machinery; reference; bond if necessary. B. J. Tobin, Burlington, Iowa.

WANTED—Position as manager of country elevator by competent man of 17 years' experience with the grain trade. Can furnish references that I have produced results. Run elevator and office. Present employers retiring. Age 40 and will go anywhere. Address 59X16, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as bookkeeper or assistant manager of line or farmers elevator. Have taken a business course and have had two years' experience in handling grain and side lines carried by elevators. I am at present manager of small elevator. Address 59S13, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

POSITION OPEN—Salesman in retail feed business. Give experience, age, references, salary expected. Chance for advancement for the right man. The Dadmun Co., Whitewater, Wis.

EXPERIENCED SALES MANAGER familiar with eastern territory wanted by Eastern Penna. feed manufacturer. One with knowledge of transit traffic preferred. Address 59X17, Grain Dealers Journal, Chicago, Ill.

WANTED—Grain buyer to call by 'phone elevators Sioux Falls and Algona territories; state experience, occupation, age, salary, following. Address 59X1, Grain Dealers Journal, Chicago, Ill.

WANTED—A man to purchase one-half interest in good grain elevator and manage same. Located in good farming community, one competitor, station handles half million bushels yearly. Splendid opportunity for some one. Address 59U19, Grain Dealers Journal, Chicago.

SCALES FOR SALE.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Richardson Automatic grain elevator scale, hopper capacity 4-bu., hourly capacity 1,000-bu. Scale in excellent condition and ready for immediate shipment. W. H. Cramer Construction Co., North Platte, Nebr.

FOR SALE—Five 1600-bus. Fairbanks-Morse nopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. Blue Valley Structural Steel Co., 7505 Independence Ave., Kansas City, Mo.

SCALES WANTED.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

*When In Minneapolis
Stay At*

The NEW NICOLLET HOTEL

Opposite Tourist Bureau on
Washington Avenue
The Northwest's Finest Hotel.
600 rooms with bath or
connecting.

Every room an outside room.
Largest and Finest Ballroom
in Northwest.

Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
63 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00.	

MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Re-
tail Center and Wholesale Center.

Under Management
W. B. Clark

YOUR NAME

where every progres-
sive grain dealer will
see it, will convince
them you are in busi-
ness today.

That is in the
Grain Dealers Journal
OF CHICAGO



Children are the
parents of tomorrow

Help guard their

health

Buy

Christmas Seals

The National, State, and Local
Tuberculosis Associations
of the United States

Make Your Business

A Christmas present that will assist it to avoid the snares and pitfalls of new trade highways. Send it the convictions, suggestions and experiences of your brother grain dealers twice each month by subscribing to **The GRAIN DEALERS JOURNAL.**

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order that I may profit by the experience of others in the grain trade, please send me the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars to pay for one year.

Name of Firm.....

Capacity of Elevator

Post Office.....

.....bus.

State.....

Use Universal Grain Code.

MACHINES FOR SALE.

FOR SALE—50-h.p. boiler, 25-h.p. engine. 'in good repair. Hugh McCorkle, Flora, Ind.

FOR SALE—Two practically new Clipper Cleaners of modern make; also a wheat separator. Gilchrist & Co., McGregor, Iowa.

FOR SALE—J-B grinder; 40 hp. Hart-Parr engine, good as new. Reasonable. Write 59U23, Grain Dealers Journal, Chicago, Ill.

FOR SALE—One practically new Barnard & Lee three roller feed grinder, priced low for quick sale. Morgan County Elevator, Fort Morgan, Colo.

ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

SAVE POWER—REDUCE FIRE RISK

By installing used or New Ball or Roller Bearing Hangers or Pillow Blocks at very low prices. Transmission Machinery Co., Chicago, Ill.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

FOR SALE—1 Hess corn and grain drier new, never has been set up, capacity 1200 bu. per 24 hours, crated for immediate shipment. Bargain. 1 double stand 9x30 B. & L. Moline roll LePage cut. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,
9 S. Clinton St., Chicago, Ill.

MACHINERY BARGAINS

One D. E. Hughes Hammer Mill (best on the market); 1 Hughes Vertical B. B. Batch Mixer; 1 Hutcheson Corn Sheller; 1 Peerless Belt Lacer; Nos. 3 and 4 J-B Hammer Mills; No. 3 Gruendler Mill; 50-bbl. Midget Marvel Mill; Union Special Bag Closing Machine; Corn Rolls, 3 pr. high 7x14, 9x14, 9x18 and 9x24, 2 pr. high 9x24 and 9x18; Dreadnaught Mills 18", 20" and 24"; Monarch Mills, motor driven, 20" and 24", new motors; 22" Bauer Bros. B. B. Belt driven; 1000 misprint paper sacks, all sizes; corn meal bolters; corn cleaners; corn crackers and graders combined; dust collectors; grain cleaners of all makes and sizes; 25-hp Type "Y" Fairbanks Oil Engine, first-class condition, \$375 for quick sale at loading point, this price for 10 days only; 15-hp Fairbanks Type "Z" Oil Engine, nearly new. We have the thing you want, write for it. A. D. Hughes Co., Wayland, Mich.

MACHINES FOR SALE.

FOR SALE—Warner belt driven elevator, 4000 lb. capacity, 65 foot lift. In first class condition. Can be seen running. Price cheap. Crabbs Reynolds Taylor Company, Crawfordsville, Ind.

FOR SALE—Lehigh corn dryer, capacity 350 bus. per hour. This dryer was installed in concrete building and is in perfect condition. Never been in use. Can be bought very reasonable. Farmers Grain Co., Larchwood, Iowa.

FOR SALE—One steel elevator leg, manufactured by the Weller Manufacturing Company, size 12"x24", approximately 130-foot centers, excellent condition. Wire or write for lowest quotation. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

MACHINES WANTED.**MILL WANTED**

Want to buy two or three high steel corn meal mill. Must be in good condition. Smith Mills & Elevator, Honey Grove, Texas.

ENGINES FOR SALE

FOR SALE—One 15 hp. International Kerosene Engine with clutch pulley, both in good repair. T. E. McKenzie, Storms, Ohio.

FAIRBANKS-MORSE OIL ENGINES

3-25 hp., 3-50 hp., 1-75 hp., 3-100 hp., 1-150 hp., 2-20 hp. With pulley or electric generators. Oil engines bought and sold.

Hyman-Michaels Co.,
Chicago, Ill. St. Louis, Mo.

MOTORS FOR SALE.

FOR SALE—Wagner Motor, 15 hp, single-phase, complete and in first-class condition. Priced for quick sale. Address Aurora Elevator Co., Aurora, Nebr.

HOPPER SCALES—One insertion sold mine. I made money and saved the purchaser money so we are both happy—thanks to the Journal. —E. H.

ENGINES AND BOILERS FOR SALE

FOR SALE—One boiler and engine cheap if taken at once. Will trade for 12 or 15 hp engine. Address 59X19, Grain Dealers Journal, Chicago, Ill.

FOR SALE—One horizontal return tubular boiler, 48" diameter, 12' long, 150 lbs. working pressure, used about one year. Also 40 hp. Atlas engine with pulleys for \$450.00, at Nortonburg, Ind. Address M. A. Holder, Hope, Ind.

FUNNY EXPERIENCES.**FUNNY STORIES WANTED.**

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

SEEDS FOR SALE

FOR SALE — Hog, early fortune, Siberian, common and white wonder millet seed, also Sudan and cane seed. Straight or mixed cars. Write or wire for samples and prices. Reimer Smith Grain Co., Holyoke, Colo.

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

Clow-Winter Manufacturing Co.

Minneapolis, Minn.

Air Dumps—Head Drives—Distributors—Air Car Pullers

SEEDS FOR SALE—WANTED

J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER KANSAS CITY, MO.

ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,
Seeds Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

L. TEWELES SEED CO.

Distributors of
BADGER BRAND SEED
Milwaukee, Wisc.

SWEET CLOVER SEED

We are large handlers of this commodity and are always ready to quote on carloads or less.
Also Bromus Inermis, Slender Wheat Grass, Red Clover, Alsike, and Timothy.



We Buy SEEDS

Red Clover, Alsike Clover
Sweet Clover, Oats, Millet,
Spring Rye, Timothy, Etc.

Mail us samples for bids
Sample bags sent on request

NORTHROP, KING & CO.
Minneapolis, Minn.

BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality
The J. M. McCullough's Sons Co
CINCINNATI OHIO

COURTEEN Seed Company

Weekly Price List on Request.
Milwaukee, Wis.

CORNELI Seed Company

Saint Louis, Missouri
FIELD—GRASS—GARDEN SEEDS
Weekly Price List on Request

WE SPECIALIZE IN ALFALFA BLUE GRASS

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WRITE FOR SAMPLES AND PRICES

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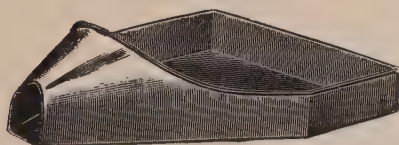
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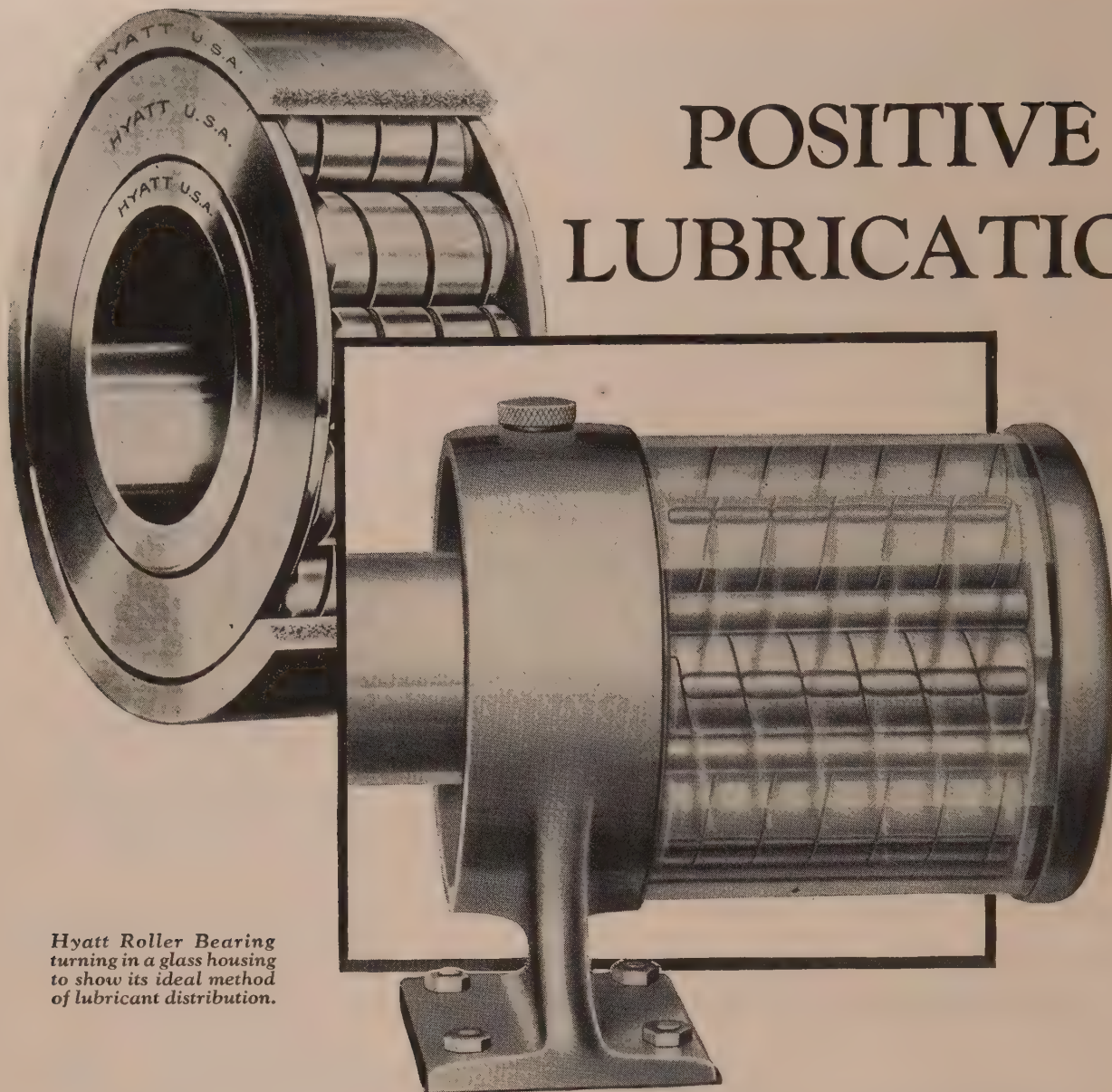
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GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, NOVEMBER 25, 1927

POSTED prices adhered to build up confidence in the farmer that his dealer is paying all the market will stand.

FARMERS cooperative elevators taken over by ex-managers and others are continued under the same name to the advantage of the new owners.

DON'T let this mild November lead you to forget to put the calcium chloride in the water barrels. The zero blasts may arrive when least expected.

THE DEALER who strives to keep posted on what is going on in the business outside his own office invariably profits well from his knowledge.

MANAGERS of ocean going steamship lines will be pleased to learn that the new municipal elevator at St. Paul, Minn., will be equipped with a marine leg.

A MOTOR in Pillsbury A Mill at Minneapolis set on fire by a stroke of lightning was quickly extinguished by thoughtful workmen who smothered the flames with bran.

THE COUNTRY elevator without a truck lift and truck scales will soon be badly handicapped. Neighboring elevators with modern equipment will get all the trucked grain.

THE GOVERNMENT crop report was condemned most vigorously by the president of the Nebraska Ass'n in his annual address because, "Every time it comes out, down goes the market."

MECHANICAL corn pickers are appearing in such large numbers in western Iowa that buyers are beginning to wonder what will be the effect on the yields and the keeping quality.

A LOCOMOTIVE spark is credited with having set fire to the elevator at Wilsey, Kan., last month. Yes, the house was burned and it is now too late to cover the open window with a wire screen.

THE SUSPENSION of an elevator company at Emmetsburg, Ia., following the failure of the local bank emphasizes the advantages of keeping part of the surplus on deposit with a strong central bank.

THE BUSINESS conditions at many country stations has been improved by a fire, but the same result has often followed a purchase or consolidation. Too many elevators at a station generally spoils the business for all.

NEW CORN owing to excessive moisture and light chaffy kernels continues to win heavy discounts so it behooves shippers to grade down all their purchases in the hope of avoiding heavy losses on every shipment.

LEAKING in transit is a practice seldom indulged by box cars of today if we are to believe the reports of cars seen leaking which altruistic shippers no longer send us. However, we know different. Let us hear from you.

OVERBIDDING may increase your volume of business, but is sure to reduce your operating capital. The Oklahoma prescription for relieving this chronic complaint, which is told of in "Letters" this number, is one of the best, try it.

A GRAVITY fed gas or oil engine has no place in the elevator or feed mill. To start with it will automatically increase the cost of fire insurance about \$2.75 per hundred dollars, an expense few elevator operators are willing to assume.

PROMPT ADVICE to the grain receiver of the grade and condition as well as weight loaded will help the shipper to get the highest price and to get a settlement for shortage. As soon as the car is sealed forward the data to the commission merchant.

DELIVERIES of 11,204,000 bus. of wheat on November contracts at Winnipeg, compared with 1,864,000 bus. during the corresponding period Nov. 1 to 21, of a year ago, show that the situation created by lack of dry wheat early in the movement has been relieved.

THE DECISION by the ways and means committee to recommend the removal of the tax on sales on grain exchanges this week is gratifying to those who have long suffered from this nuisance tax, which is not producing substantial revenue in proportion to the hindrance on trade.

THE SCENE depicted on our outside front cover is common to the building of every large reinforced concrete elevator. In order to obtain a monolithic structure it is necessary to pour concrete continuously after the tanks are started until the top is reached. The night shift with its many strong lights, power mixers, elevators and hustling workmen presents an interesting spectacle.

HUMAN NATURE, in the various walks of life, including the farm, leads the unsuccessful to complain against the established order; and if the pools ever becomes a real force, they are certain to encounter rebellion from a substantial portion of their present supporters, who are ever dissatisfied.

METRIC SYSTEM opponents will be pleased to learn that the American Institute of Weights and Measures at its annual meeting Dec. 8 in New York will take up a new name for the "thousandth of an inch" unit, and for units of the magnitudes of the centimeter and gram without the disadvantages of the metric unit.

A REINFORCED concrete tank adjoining the flour mill of the Mid-West Milling Co. at Abilene, Kan., was badly damaged last week by the burning of the mill. Concrete tanks exposed to buildings constructed of combustible materials should be protected by a veneer of fireproof tile as has been done many times in the past.

THE "SUMMERLESS" 1927 forecasted failed to arrive, so that large numbers of the gullible who took stock in the soothsayers, have been added to the larger multitude considering forecasts undependable. Their present forecast is that war between the yellow and white races will start May 28, 1928. May it be equally unreliable.

A NEBRASKA dealer contributing to our news column this number gives as his reason for discarding five old style motors that the saving effected in fire insurance thru the installation of the new ventilated motors will shortly pay the cost of the improvement in reduced insurance premiums and will also reduce the fire hazard of the plant.

INACCURATE grading of wheat purchased by the Farmers elevators of Nebraska resulted in such heavy losses on this year's crop the movement of the 1928 crop is to be preceded by a two-day meeting of managers in Omaha to study the grading of grain. Shippers must sell on grade so it will pay well for them to buy on the same grades.

GARNET WHEAT of the highest quality will not be graded No. 1 in Canada because the flour made from it is sometimes off color; but the United States standards make no such discrimination, the Canadian Grain Commissioners being actuated by a desire to maintain the reputation of No. 1 northern in their recent ruling. Buyers of wheat should guide themselves accordingly.

LAWS WHICH seek to classify grain purchased as "stored" grain simply because the seller has not yet collected the money due him is so ridiculous as to bring all laws into disrespect. Nebraska's law which does this very thing was discussed at different times during the recent meeting in Grand Island without increasing the respect for the law or the short-sighted individuals who drafted it. While the provisions of the law will no doubt be amended at the next session of the Legislature, in the meantime the grain trade of that state is woefully handicapped if it tries to comply with the letter of the law.

SOME DEALERS have been too hasty about cribbing new corn with the result that it is heated so badly that they have found it necessary to spread it out and stop cribbing. Some dealers are making an earnest effort to induce their farmer patrons to leave corn on the stalk until it has had time to cure. Dealers of the corn belt who handled the oats crop for nothing will no doubt exercise greater caution in accepting new corn, and when they do take it in they will buy it right.

FARMERS are not much worse off than the merchants, who are not clamoring for relief. In 1925 41.33 per cent of all the corporations in the United States failed to earn anything. Of the mining and quarrying corporations 71.36 per cent reported a loss, while only 53 per cent of the agricultural interests reporting to the treasury department in 1925 showed a loss. The question is: Shall the fittest survive, or shall the weaklings have a painful existence prolonged by government pap?

CORPORATION INCOME taxes for 1927 will be reduced if the Government leaders succeed in obtaining the legislation now contemplated. The tax on corporations is so excessive as compared with the tax on individuals or partnerships competing with the corporation that it works as a sharp discrimination against the corporations. Even tho the tax were reduced to 10% of the net earnings it would still be greatly in excess of the tax paid by the individual and the partnership.

GRAIN DEALERS can help to inform pool members as to the actual cost of marketing grain thru the pool without making any effort to induce the member to violate his contract with the pool. In fact the courts generally have been disposed to favor the regular dealer who buys grain in the open market without making any effort to induce the producers to ignore their contracts. If the pool's service is of the claimed value to members, a law should not be needed to force the members to accept it.

THE COST of handling sidelines has not received the attention it merits from the country elevator operator, but dealers of all sections are earnestly discussing the advisability of insisting on cash for merchandise and feed grinding. This is the natural result of slow accounts and bad debts. No elevator man who has always paid cash for grain upon delivery enjoys working nights and Sundays posting books and billing old accounts. All classes of elevator operators seem agreed that if sidelines are to be carried the business should be conducted on a cash basis.

WET GRAIN has caused many country elevator operators heavy losses this year and no doubt others without driers will also suffer. It is far better to refuse to accept all grain you cannot market advantageously until it is in condition to stand shipment. Wet grain cannot be dried without considerable shrinkage and the chance of its heating in bin or car are so great that the cautious dealer will not attempt to handle it. The wheat handlers of western Nebraska are said to have marketed the largest crop ever grown in that section this year and without a penny's profit. So much of the grain was damp and wet that the discounts wiped out all the profits.

WINTER WITH its snow, ice and sleet is at hand so that it behooves all grain dealers operating wagon scales to clean out their scale pits, drain them and take every precaution possible to keep water out of the pits. Open pits should of course be closed to prevent snow being blown into them. Dealers having driveways running up from scale platforms into elevators owe it to themselves to dig a trench to prevent water from driveway draining into scale pit as it is very likely to freeze and interfere with the proper working of the scale levers. A little foresight in advance of stormy weather will help scale owners to avoid a lot of extra work and worry.

FARM RELIEF legislation seems to be in just as wild a tangle as ever and the leaders of the different farm organizations who are striving earnestly to originate something new, something which will win many additions to their membership roll, are suggesting more impractical schemes than ever. Some of them are still insisting upon the old equalization fee, but inasmuch as that has little chance of gaining favor at the White House it is no longer given serious consideration by agitators who really hope to obtain legislation as evidence of their determination to help their members. In the meantime thousands of successful farmers continue to till their acres without contributing annually to the up-keep of the gas works at headquarters, and without hope of Government aid or direction.

THE STUDY of "Farmer Elevator Operation in the Spring Wheat Area" by the Bureau of Agricultural Economics throws considerable light on cost of operation that should persuade more managers to take an adequate margin. If the Bureau could develop the data farther to show what was paid for the grain on the country elevator scale and what was realized in the car at terminal it would disclose the relative efficiency of managements by exposing the toll taken between producer and consumer. Of two elevators handling practically the same amount of business and both taking a spread of 10 cents a bushel, the manager who saves 2 of the 10 cents to be paid out in dividends to patrons or stockholders is a better manager than the one who pays out all of the 10 cents in expenses, or loses the 2 cents by poor judgment either in buying or selling.

WHEAT POOLS everywhere have a lot of explaining to do, but their greatest difficulty is to explain to disgruntled members why the net returns to members is so much less than what the member could have obtained for the same wheat in the open market. Paying nine to sixteen cents per bushel for the privilege of marketing wheat thru a pool in the eyes of most pool members is an extravagant luxury. How long the producers will accept the excuses and the deceptions of the pool managers depends on how long it will take to convince the members that the promised results are impossible. Most of the pools which have attempted to market grain have ended in disappointment for the members and fat salaries for the promoters. That of course was to be expected. The experiences of members recited in our report of the Grand Island meeting should help other farmers to escape the nets of the pool promoters.

THE FEDERAL Trade Commission seems to have the goods on the Pacific Coast millers who are charged with agreeing on restraint of trade. It is lawful to agree that a certain margin of profit is necessary to conduct business. It is not lawful to agree to exact the agreed upon margin. It is legitimate for dealers and millers to circulate information among themselves bearing upon the margin required, and the educational effect of this information will lead to the marking up of living margins without an unlawful agreement.

LABORATORY methods of inspection introduced by the Federal Government are now being pushed to the extent of urging the country elevator man to pay the farmer for protein in wheat. This is going a little too far. It is the quality of the protein more than the quantity that makes value to the miller, and grain dealers can not be expected to make gluten tests. A farmer who has sufficient intelligence to work for strong protein in his crop ought to have sufficient intelligence to co-operate with the country grain buyer to get together a whole carload of the identical wheat to be sold on terminal test.

Agriculture Secretary Wobbly on the Pools.

In the address by the Sec'y of Agriculture read by his assistant before the Farmers Elevators Ass'n of Nebraska, centralized control in marketing is advocated thru the medium of pools. The secretary praises the wheat pools of Canada in glowing terms, but reluctantly admits that "lack of strictly comparable data make comparisons of pool and non-pool prices very difficult." In this the honorable secretary falls short in the accuracy of analysis that should characterize the statements of the head of so important a department of our government. Why could not the sec'y withhold his approval until the figures have been compiled showing exactly what results have been accomplished by the pools in cutting down the cost of marketing and in guessing when to sell at the top of the market?

Thinking men active in the co-operative movement are against pooling. They recognize that it will simply add one more selling agency between the farmers elevator and the same market to which the pool must also sell. It adds that much to the overhead expense.

The centralized control which the sec'y advocates would place the local managers of farmers country elevators in the unenviable position of buying without setting the price at which to buy and having no power to route the grain to the best market now enjoyed by the managers of the farmers elevators.

Managers of the co-operative farmers elevators have learned by experience that the hope of the pools to control the price of grain by a monopoly is illusive. If the sec'y means anything by centralized control he means control of the selling price. This has never been accomplished successfully in cereals for any length of time; but the farmers of Canada have been ensnared by this attractive bait of the pools, which spells in the end a colossal debacle.

How Much Clean Dry Corn Will a Bushel Produce?

The varying condition of new corn marketed in different sections is causing country buyers endless worry over the ultimate results. Evidently it behooves buyers generally to make test runs on small lots of ear corn to determine what is the probable yield per 80-lbs. of husks, cobs and kernels.

One elevator man who bagged different lots of ear corn and kept it stored in the office was grieved to learn that the shrinkage greatly exceeded his estimate of the moisture content. If every buyer would conduct these practical drying tests of the ear corn tendered him each week more would be buying on a safe margin.

Some states, notably Indiana and Ohio, attempt to compel country elevator men to accept 70 lbs. of ear corn as a bushel until Dec. 1st after which they are expected to be content with 68 lbs. for a bushel. Any weight of ear corn which will not shell out 56 lbs. of clean dry corn must be discounted heavily if the dealer is to buy safely. In Indiana and Ohio many dealers refuse to buy grain by the bushel, but buy it only by the hundred pounds and adjust their prices to protect themselves against excessive shortage due to husks, cobs and moisture, none of which will command corn prices in the central market.

It has long been the practice of corn buyers in the Southwest to take 80 lbs. of ear corn for a bushel even tho their corn is generally mature and dry at the time of marketing. Corn growers of Texas, Oklahoma, Arkansas and Louisiana, haul in a large percentage of husks and stalks with their ear corn so 80 lbs. is generally taken and some find that even this weight of ear corn is not sufficient to shell out 56 lbs. of clean, dry corn. Until the buyer has accurate knowledge of how much of the corn offered is needed to produce 56 lbs. of clean, dry corn he can form no reliable estimate of its market value. Guessing the value of ear corn can not be considered good business and as a pastime it is too expensive to be indulged. It pays to know exactly what is being offered.

Hustle.

Boost a little ev'ry day,
Shake hands in a good old way,
Cheer the fellow that's all in,
Meet folks with a friendly grin.
When a hard task comes to you,
Go right at it till it's through,
Buckle in and never quit—
That's the way to show your grit.
Countless times a grand success
Has been won through stubbornness
Of the man who won't say fail
As he plods a rugged trail.
You can do it, so can I,
If we've got the grit to try.
Set our thoughts on things worth
while,
Work and hustle; wear a smile.

Grade Corn on Intrinsic Value.

A feeling of dissatisfaction has been developing among the shippers of corn and among farmers who have shipped their own corn and followed its handling to the market and learned first hand that their corn of real intrinsic feeding value is graded down by the inspectors into the low grades because of a shortcoming in some single factor of quality, which seems to the seller or farmer to be of negligible importance.

Under the old system of grading by the judgment of the inspector a single unfavorable factor would be averaged out and the grain graded higher, the free use of the terms "reasonably clean," "reasonably dry," and "not good enough for," giving the inspector the leeway he required, in the rules themselves. Under the federal rules the inspector has no leeway. Even against his will he is forced to penalize the shipper.

Under the present system buyers of corn for feeding and for manufacture into products where the higher qualities are not required do not have to exercise expert judgment. They can sit back and let the official inspectors throw the corn into Nos. 5, 6, and sample and pick it up at a discount. If the lower numbered grades were eliminated the sample grade would have a greater range of intrinsic value, introducing an element of competition into the valuing and buying.

It is a fact that 3 cars of No. 3 corn can be raised into 3 cars of No. 2 corn strictly according to the rules of inspection without cleaning, drying, or improving the quality in any way, but simply by mixing so that the percentage of inferiority in the individual cars is lost by dilution with the cars not possessing the same factor of inferiority. In other words the present rules for grading corn give the identical corn two different grades. This alone should be sufficient to condemn the system.

Corn that is thrown down into the No. 5 grade on account of 19.6 per cent moisture, with only ½ per cent foreign material and ½ per cent damaged corn could fairly be placed in the No. 2 grade if it weighed 55½ lbs. per measured bushel, as any reasonable person would see that the intrinsic feeding value of No. 2 corn is there, the No. 2 grade permitting as much as 3 per cent foreign material and 4 per cent damaged corn.

One-tenth of one per cent damage is only 2 pounds per ton of 2,000 lbs., which lowers the grade according to the rules, while the farmer can get down off his wagon and scoop 19 pounds of road dirt into the load without penalty, one per cent, the foreign limit material being 20 pounds.

The argument that 19.6 per cent corn, tho given the No. 2 grade, would not be safe to store, is met by the regulation of the grain com'te of the Chicago Board of Trade protecting all concerned by a requirement that contract corn going into store must not contain over 17 per cent moisture.

As constructive measures of improvement in the corn grades, it is suggested that the number of grades be reduced and that a system of averaging the factors be introduced to the end that corn of real merit be not graded down.

The Elevator Man's Most Profitable Sideline.

Feed grinders generally are mixing ingredients with their ground grain with more and more intelligent direction. A study of the needs of different classes of animals will enable every feed grinder to supply mixtures better suited to the needs of their customers.

The addresses at the Grand Island meeting published elsewhere in this number and the experience of grinders recited at that meeting should encourage every elevator operator who is equipped to grind and mix feeds to give a more careful study to the ingredients needed to obtain maximum results in feeding different animals. The more the elevator man knows about the possible results of intelligent mixing the better can he serve his farmer patrons. One Nebraska dealer whose experience is given in our report of the meeting shows that now he has his feed grinding business on a shipping basis and that, too, without any expense of advertising or a sales force.

The full possibilities of profitable feed grinding have not yet been fully realized by the majority of the elevator operators. Feed grinding is a logical sideline for the grain elevator operators. It not only enables them to dispose of low grade grain as well as screenings, but it gives a fuller employment for their labor, power and handling facilities. The net return obtained by some grinders has not been satisfactory, but that is because they established a sales price for the service without first determining the cost of rendering the service. Many elevator operators have made feed grinding the most profitable branch of their business, and others can do the same.

New England Grain Trade Flood Relief.

For the rehabilitation of the New England grain trade the American Red Cross has joined with the grain dealers ass'ns of New England to aid those who have lost most of their assets.

A report is requested from all grain dealers who have suffered losses in order that these may be immediately turned over to the Red Cross com'te for their use in rehabilitation. Such reports may be made to C. F. Dowe, sec'y of the Vermont Grain Dealers Ass'n, St. Albans, Vt., on a blank form of questionnaire.

Mr. Dowe or Pres. A. W. Norton of Vergennes, Vt., also will be pleased to receive contributions to this worthy cause, checks to be endorsed payable to American Red Cross for the New England Grain Trade Flood Relief. The fund has been started with a check for \$500 received from the Ogilvie Flour Mills Co., of Canada.

The Shirkers and the Workers!

By James Edward Hungerford.
The shirker dreams of getting rich,
And vows the world's one-sided,
And speaks of treasures vast, the which
Should promptly be DIVIDED!
He doesn't feel "ambition's urge,"
Or wish to work his muscle,
And whines a down-and-outer's dirge,
Because he hates to HUSTLE!

He vows that "LUCK" plays mighty part
In filling fortune's measure,
And that "hard work" and being "smart"
Will not lay up vast treasure;
He thinks that he should share the "pelf"
With him who bravely EARNs it,
Although he won't bestir himself,
And honest labor—SPURNS it!

The WORKER sits in high-estate,
And sees his brother blunder,
And blame his troubles all on "Fate,"
And at "injustice" thunder!
If Life would give men share for share
Of this world's treasure, healthy,
The shirkers' safes would soon be BARE—
While WORKERS waxed more WEALTHY!

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Charts of Wheat and Corn Prices?

Grain Dealers Journal: Noting your reply to the Farmers and Merchants Bank at Milligan, Nebr., regarding graph charts of wheat and corn prices.

We have been wondering how we could go about obtaining these graph charts for a period of five years, such as suggested by Mr. Klima. These would be very valuable in our business.—Blish Milling Co., Seymour, Ind.

Ans.: This suggests the advisability of preserving a file of the Journal, which contains an unbroken record of these prices in chart form for the past 26 years. We have the charts and would publish in book form if we thought we could find a market for enough to pay the printer's bill.

Pounds Per Bushel of Corn Thruout U. S.

Grain Dealers Journal: Kindly state the legal number of pounds per bushel of corn thruout the U. S. (2) Also, on what poundage is a car of corn shipped interstate settled for where the laws of the two states on the number of pounds per bushel differ? (3) Is it on the basis of shippers' or buyers' pounds per bushels? (4) Also, on what poundage is a car of corn figured bought in State A, shipped to buyer in State B, and resold, reconsigned, or applied on contract in State C, in case the poundage rate varies in each state?—A. N. R.

Ans.: The number of pounds per bushel of shelled corn is 56 thruout the United States, with the following exceptions: Arizona, 54; and California, 52. The government published no figures for Massachusetts, Oregon, Pennsylvania, Utah and Washington, in which states there may be a deviation in pounds per bushel. Brokers could advise on poundages within their respective states. Ear corn (husked) runs 70 pounds to the bushel in Ala., Ark., Colo., Ga., Ida., Ill., Ia., Kan., Md., Mich., Minn., Mo., Mont., Nebr., Nev., N. J., N. M., N. C., N. D., Okla., Pa., R. I., S. C., S. D., Tenn., Va., and Wyo. With the following exceptions, the government gives poundages in no other states for husked ear corn: Ohio and Indiana, 70 to Dec. 1, 68 thereafter; Ky., 70 from Nov. 1 to May 1 and 68 thereafter; Miss., 72; Tex., 70 after Dec. 1, 72 before Dec. 1; W. Va., 68 if dry, 72 if green. Poundages are also available for unhusked, cracked, and sweet corn if desired.

(2) (3) (4) The weight would be that in the state where the contract was to be performed.

Carrier's Liability for Shortage?

Grain Dealers Journal: On July 25 we made a shipment of 42 sacks of feed on a straight B/L to G. F. Scott at Ramona, Mich. Ramona, Mich., is a non-agency point. The shipment in question arrived checking 3 sacks short and 7 sacks torn, the contents of which was spilled on the car floor. The consignee made an affidavit to this effect.

The carriers state that the shipment in question was transferred by the P. M. railroad at Grand Rapids and that after the transfer seals A-782035 and A-782036 were applied and that the car was set out at Ramona under the seals mentioned above.

Their contention is that since the seal records mentioned above proves that the entire shipment was in the car when it was set out at Ramona, that the carriers are not liable for loss or damage.

Will you kindly inform us whether in this case there is any way of recovering the shortage and damage from the carriers?—M. G. Reitz, sec'y Nowak Milling Corporation, Hammond, Ind.

Ans.: Seal records are not accepted by the courts as conclusive proof. The court will throw out the perfect seal record when it is offset by evidence satisfactory to a jury that the car did not in fact contain the full number of bags when unloaded.

The very fact, as admitted, that the shipment was transferred in transit shows opportunity for theft and possibility of loss.

When a claim department of the railroad company refuses to pay a claim there is no way to recover except by suit or threat of suit.

No Contract When Minds of Parties Do Not Meet.

Grain Dealers Journal: On Oct. 14, 1927, we wrote the Ft. Worth Elevators Co. for prices on seed barley. J. G. Randle, the salesman, called up over the telephone and gave us the price as being \$1.25 per sack. We asked him if that was 100 lbs. of barley, and he told us it was 96 lbs., or two bushels. Miss Gillock of our firm told him that would figure then 62½¢ per bushel f. o. b. warehouse, with the freight added to Cleburne, at 12½¢ per bushel, and our barley would cost us 75¢ per bushel. Mr. Randle said he did not know what the freight would be, but he did know the price there.

We bought the barley and sold it at 90¢ per bushel, basing our sale price on our purchase price of 75¢ per bushel.

In a few days after we had sold our barley the invoice came, showing a price of \$1.25 per bushel from the Ft. Worth Elevators. We called for a corrected invoice, not thinking they had thought of selling us barley at that price, just that they had made an error in extensions. But they came back with the reply that they had actually sold us barley at \$1.25 per bushel instead of \$1.25 per sack, as we understood we bought it at and figured it that way over the phone to Mr. Randle. We wrote him to this effect and he agreed to accept the price as we understood it.

We sent our check to cover the barley as we thought we bought it. Soon after, Jule G. Smith wrote us that we must pay \$1.25 per bushel; that they never thought of selling at \$1.25 per sack. We wrote him that we had settled with Mr. Randle, but in a telephone conversation, Mr. Smith said that Mr. Randle had no authority to make contracts of any kind for the Ft. Worth Elevators Co.

What should we do? Pay for it as we bought it over the phone from Mr. Randle, or pay the amount they claim we should pay? We shall appreciate some advice you might be able to give us concerning this transaction.—Gillock Grain Co., Cleburne, Tex.

Ans.: This transaction having been started by a letter which some one in authority turned over to the firm's salesman shows that the salesman had power to negotiate, and if the salesman now admits making a price per sack the firm is bound thereby unless the custom of the firm was not to consider orders as binding until confirmed by the officials, and it was so stated on their letterheads and order forms. If other contracts had been closed by the same salesman, in law, he would be presumed to have authority in this instance also.

If the salesman denies having quoted by the sack buyer can do nothing, not having anything in writing from the firm or its representatives to show that was the contract.

On the other hand, it is the privilege of buyer to back out of this contract on the legal ground that the minds of the parties never met, one party understanding the deal was by the sack and the other by the bushel. If this is the choice made by the buyer, buyer should advise seller that the barley is refused as soon as the buyer learned of the error.

The position then is that buyer resold barley of which he had taken possession without a contract. In such case the custom of the trade as to dealing by the bushel might be held to govern the settlement. Without a contract it would seem the buyer would have no right to the barley and would have to make the seller whole. If the alleged price per sack was so far out of line with the market value of barley the buyer should have been put on notice by the difference to get a confirmation in writing of the low price dealers being presumed to know something of the market price and to be able to discover so obvious an error in a price quotation if it was quoted by the sack.

Pool Members Protest Cash Distribution to a Few.

At the close of 1924-25 the Saskatchewan Pool distributed the excess earnings on Pool country elevators to the farmers who patronized these elevators. This led to very vigorous protests from a great majority of Saskatchewan Pool members who were each year contributing 2 cents per bushel for the construction of elevators, but who had obtained no Pool elevator at their shipping point. In consequence of this agitation it was decided a year ago that the excess elevator earnings should not be paid out in cash this year, but should be added to the elevator building fund although credited on the books to the members who had patronized Pool elevators. This decision has now been reversed. A minority of members will get a small cash distribution, although the greater part of the capital used in building the elevators was contributed by the majority of members who get no distribution.

W. R. Beatty Dead.

W. R. Beatty, who was equally well known in grain circles at Chicago, Minneapolis and the Pacific Coast, died at Los Angeles, Cal., Nov. 7, of heart trouble, after having been ill for some time.

He was born in Chicago 67 years ago, his first business experience being with the passenger department of the C., B. & Q. R. R. Co., after which he engaged in the grain brokerage business on the Board of Trade, for a time being connected with Parker & Graff.

At Minneapolis later he was manager of the St. Anthony & Dakota Elevator Co., and later part owner and manager of the Delmar Elevator.

About 15 years ago he engaged in the grain brokerage business at Los Angeles, Cal., where he was elected pres. of the Grain Exchange in 1925. He was sec'y of the Exchange at the time of his death, and the Exchange adjourned on the day of his death. The remains were interred at Chicago, Nov. 12.

He is survived by Mrs. Beatty, who is a sister of the wife of George E. Marcy, former pres. of the Armour Grain Co., Chicago, her maiden name being Nettie Emery. They had no children.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife, and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Nov. 29-30-Dec. 1. Farmers Elevator Ass'n of South Dakota at Marvin Hughitt Hotel, Huron, S. D.

Dec. 3. Western Seedmen's Ass'n fall meeting, Baltimore Hotel, Kansas City, Mo.

Jan. 16-17. Farm Seed Ass'n of North America winter meeting, place to be announced later.

Feb. 22-23. Eastern Federation of Feed Merchants mid-winter meeting, Arlington Hotel, Binghamton, N. Y.

Feb. 28-29, Mar. 1. Farmers' Grain Dealers' Ass'n of North Dakota, Grand Pacific Hotel, Bismarck, No. Dak.

May 29-30. Pacific States Seedsmen's Ass'n annual convention, Portland, Ore.

June —. Farmers Managers Ass'n of Nebraska, mid-summer meeting, Omaha, Nebr.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

The agricultural situation at the end of September showed improvement as compared with a year ago, the Department of Agriculture announced, giving the purchasing power of farm products at 88, compared with 83 at this time last year in the general index, which uses the 1909-14 period as a basis of 100.

Wheat in Elevator Not "Stored."

The Supreme Court of Kansas on Oct. 8, 1927, gave a decision against the Kansas Flour Mills Co. that has a bearing on the Nebraska law declaring wheat not paid for in 10 days to be stored wheat. The decision of the Kansas Court, if applied in principle to the Nebraska statute would invalidate it, since, as stated by the Kansas Court, the elevator operator is owner of the wheat, under a contract to pay for the grain in the future. Following is the decision in full:

The plaintiff, a corporation, operated a terminal warehouse elevator at Anthony and local elevators at other points; the plaintiff made out and returned to the county assessor a statement of the personal property owned by it and subject to taxation; the amount so shown was \$66,535; the county assessor added \$9,745 thereto and raised the valuation to \$76,280; \$295 of this amount was for fuel oil which had been omitted from the statement made by the plaintiff and should have been included in it; \$9,450 of the amount added by the county assessor was for "the value of the average amount of wheat which the plaintiff had on hand in its elevator at Anthony"; wheat was placed in local elevators operated by the plaintiff; a local warehouse receipt was issued in substantial compliance with the form required in section 34-206 of the Revised Statutes, but was not delivered to the persons who deposited the wheat in the local elevators; and in its place a terminal warehouse receipt, signed by the plaintiff, was given to the person who placed the wheat in the local elevators, which receipt contained the following:

"It is expressly agreed and understood that the Kansas Flour Mills Co. may deliver any grade of merchantable wheat on the contract, providing that the Kansas Flour Mills Co. pays to — the market difference at Kansas City, Mo., between the grade of wheat covered by this contract and the grade delivered on the date delivery is demanded."

The taxes on the \$9,450 amounted to \$322.32, and were paid under protest to prevent the issuance of a tax warrant.

Who Owned the Wheat.—The question for determination is, Who owned the wheat? That depends on whether the transactions by which the wheat had been placed in the elevator constituted sales or bailments thereof. If the wheat had been sold to the plaintiff, it should pay the taxes, but if the transactions constituted bailments, it should not.

Section 82-208, a part of the law concerning the issuance of warehouse certificates, reads:

"Nothing in this act shall be construed as prohibiting or preventing warehousemen from mingling in common bins grains or seeds, mill products, or any other merchandise or product, of the same grade, and issuing certificates or receipts therefor, and drawing out and shipping said grain or seeds from said bins, provided that a sufficient quantity of such grains or seeds shall be retained and kept in said bins to represent and satisfy all outstanding receipts or certificates."

The warehouse certificates delivered to the persons who deposited wheat in the elevator differed from the certificate required to be issued by section 34-206 of the Revised Statutes, in this—the certificates issued provided that wheat of a different grade might be delivered, while the law contemplates that wheat of the same grade should be delivered.

In *Scott v. Shultz*, 67 Kan. 605, 73 P. 903, the court said:

"Where personal property is delivered by the owner to another for use and the identical thing delivered is to be returned, the transaction is a bailment and there is no transfer of title; but if it is stipulated that the one to whom it is delivered may return another thing of the same kind, or an equivalent in value, or otherwise, it will ordinarily constitute a sale and effect a change of title."

In *Bonnett v. Shipping Ass'n*, 105 Kan. 121, 181 P. 634, this court said:

"Plaintiff deposited grain in an elevator with the understanding that it was to be indiscriminately mixed in a mass with other grain from which the owner of the elevator had the privilege of shipping. There was no agreement that the elevator company would keep on hand an amount of wheat of like grade and quantity until plaintiff saw fit to dispose of his wheat, but it was the intention of plaintiff, when the price was satisfactory, to present to the elevator owner his scale ticket and receive the prevailing market price for the wheat. Held, that the transaction constituted a sale, and not a bailment."

In *Morse v. Grain & Ice Co.*, 116 Kan. 697, 229 P. 366, this court declared that:

"Placing wheat in an elevator by the grower under a stipulation that 'he should have the right to sell or to withdraw the said wheat, or wheat of like grade and quality,' does not constitute a bailment thereof, and the money arising from a sale of the wheat by the ele-

vator company does not constitute a trust fund in the hands of the company."

In *Zuber v. Minshall*, 123 Kan. 595, 256 P. 806, the rule was declared to be that:

"Where grain is placed in an elevator but not specifically sold at the time of its deposit therein, the depositor retaining the right to elect to demand the return of the grain deposited or the delivery of other grain of like grade, the transaction constitutes a bailment."

In the present action, there was not retained the right to elect to demand the return of the grain deposited or the delivery of other grain of like grade. The contract was to be satisfied by the return of any merchantable grain and payment for difference in value.

Because the plaintiff had the right to return any merchantable wheat and pay the difference in value, the possession of the wheat by the plaintiff was not that of a bailee; it was the owner of the wheat, and the wheat was properly assessed as the property of the plaintiff, who must pay the tax thereon.

New Corn Drier This Season.

The conditions under which the corn crop matured this season are reflected in the grading of the new corn arriving at Chicago. The warm, dry fall weather left the grain drier than in other years, altho hurting the grading by leaving it chaffy, of lighter test weight, so that on this crop test weight per bushel and percentage of damage are as important factors in grading as the moisture test.

On Nov. 23rd Chicago received 46 cars of new corn, of which two were graded No. 2 yellow, one weighing 55 lbs. per bushel with 13.8% moisture, and the other with 56.5 test with 14.6% moisture.

Two cars graded No. 3 white, one testing 54.5, 14% moisture, and the other 55.3 lbs., with 14.2 moisture.

Moisture tests on the lower grades ranged from 27.4; 26.4; 26; 25.4; 24.4; 24; and 23 down to 17.8; 17.2 (this car had 30% damage); 17.4; 16.2; 15.5; 13.8 and 13.2%.

A fair average for the test weight would be 52 lbs. and for the moisture 21 per cent, 24 cars showing that percentage or over, and 20 cars less than 21 per cent.

Most of the new corn came in over the Illinois Central Railroad. Tests of every car of new received prior to Nov. 9 were reported on page 551 of the Journal for Nov. 10.

Pool Managers Trying to Explain.

The Canadian Pools are having a lot of trouble trying to explain to members why the cheques sent out in payment for wheat do not agree with the figures published by the Pool as the final payment basis, or as the total payment basis for the year.

It is not much wonder that this is the case, since no sensible man could understand WHY a fictitious figure should be announced as the Fort William basis when the cheques show that certain primary costs have not been taken account of in this figure, and that the actual basis is considerably lower. Take, for example, two out of four deductions that have to be made to arrive at the real basis of payment. One of these is carrying charges on wheat before it reaches Fort William and the other is the management costs of the provincial Pools which operate between the farmer and Fort William.

The manager of the Saskatchewan Pool a few days ago delivered a long radio talk trying to explain that charges like these had to be deducted from the cheque no matter what the Pool publicly stated its Fort William basis to be. There was one explanation he did not make, namely, that if the Pool publicly announced its actual Fort William basis the comparison with open market prices would be still more unfavorable than it is.

Portugal has limited the privilege of importing foreign wheat to 37,500 metric tons in addition to the 60,000 tons permitted in January. The wheat will pay a duty of 0.05 gold escudo per 100 kilos in Lisbon and 0.02 gold escudo per 100 kilos in Porto.

New President Omaha Grain Exchange.

Election of new officers of the Omaha Grain Exchange promoted O. E. Harris of the Trans-Mississippi Grain Co. from vice-pres. to president. Mr. Harris has been connected with the grain business in Omaha since 1904 and is thoroly conversant with the activities of the exchange.

Mr. Harris is a Nebraska product, educated in Nebraska schools and proud of his state. E. S. Westbrook, now chairman of the board of Trans-Mississippi Grain Co., gave him his first job as bookkeeper with the old Westbrook-Gibbons Grain Co. in 1904. Two years later the company was taken over by the Trans-Mississippi Grain Co., where Mr. Harris has been ever since.

In 1908 Mr. Harris was made manager of the consignment department, where he performed his duties so well that he was later made a vice-pres. and head of the wheat, rye and barley department of his company.

Mr. Harris became conversant with the exchange activities thru his connections on various com'ites thru the years that followed. In 1925 he was elected to a directorship and last year he was made vice-pres. This year he has been crowned with the highest office in the power of the Exchange to give.

Mr. Harris has only one hobby outside of his business. It is golf. He is a member of the Happy Hollow Country Club and those who have played with him speak respectfully of his prowess. His only lodge connections are with the Masons.

No wheat has been imported for consumption since July 1, 1927. Imports of wheat into bonded mills for grinding into flour for export amounted to 402,000 bus. during the week ending Oct. 29. For the period from July 1 to Oct. 29, such imports have amounted to 3,288,000 bus., compared with 4,587,000 bus. for the same period last year.



O. E. Harris, Omaha, Neb.,
President-Elect, Omaha Grain Exchange.
Photo by Skoglund.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Go Back to Nos. 1, 2, 3 and Rejected.

Grain Dealers Journal: A reduction in the number of grades of corn would be a good thing. Business was done satisfactorily when we had No. 1, No. 2, No. 3 and Rejected, before the present standards were established by the government.

Way back in the 80's I bought 6,500 cars of cash corn in one day on the old grades.—John Barrett, Chicago, Ill.

Under Old Rules No. 4 Corn Was Good.

Grain Dealers Journal: There should be more leeway in the damage between the No. 2 and 3, and the No. 3 and 4 grades of corn. The 4 per cent of damage in No. 2 corn as at present is about right. In eliminating grades 5 and 6 we would have to raise the percentage of damage between the off grades 3 and 4.

Under the old rules No. 4 corn was good enough to go into store.—J. A. Noble, chief of grain sampling and seed inspection department, Board of Trade, Chicago, Ill.

Finds Ball Bearings An Economy.

Grain Dealers Journal: I am glad to advise that the SKF Ball Bearings installed in my plant last summer have accomplished the purpose I had in putting them in, that is, reducing my power consumption. I estimate they have cut my power bill about one-third.

I can pull one stand of elevators and a Beall Cleaner by hand, of course I mean slowly. I have a 15-h.p. motor and a full stand of elevators, cleaner and an air blast blower blowing air thru my bins, as well as a drag chain, with ease. Could do it now with a 10-h. p. motor.

I might add that the convenience of not having to oil my bearings only every two or three months is about worth the cost of them to me, for I do hate to get dust down my neck every day.—W. C. McGuire, Crawford Siding (Maroa p. o.), Ill.

Fewer Corn Grades Mean Less Work for Inspectors.

Grain Dealers Journal: In regard to the proposed changes in the corn standards, I contend that it is not the duty of grain inspectors to advocate changes, our responsibility to the grain trade being to apply the standards that have been promulgated, leaving the grain trade to judge the desirability of the change.

An inspector who believes other grade requirements than those that have been promulgated are more desirable, might find it difficult to apply the present standards, believing that the standards should be modified after his ideas and might not whole heartedly apply the present standards; by so doing he is not conveying the proper information to the grain trade to judge the desirability of the present standards.

Undoubtedly from the inspector's point of view, fewer standards are desirable, since there would be a greater range of the amount of damage between grades and making less work for the inspectors. The amount of work, however, involved is only secondary in consideration, since the standards are for the purpose of conveying to the trade the quality and condition for the purpose of buying and selling grain. The licensed inspector does not enter this phase of marketing and is not in a position to state what benefits, if any, would result in the proposed changes.

It is the duty of the inspectors, however, to furnish the grain trade the necessary infor-

mation whereby they can judge the workability of the standards and I know of no better form of submitting the information than to apply the standards as they have been promulgated so far as possible.—Wm. H. McDonald, grain supervisor, Chicago, Ill.

No Fault of Air Tanks.

Grain Dealers Journal: In the Chappell story appearing in the Oct. 10th number of the Journal a statement appears to the effect that one of the air tanks developed a leak that slowed up operation of the Winter dumps. This is contrary to fact.

Up to July 25, the day of our heaviest run of wheat this season, regarding which the story was written, we had just one air tank and one compressor to operate both dumps. This was satisfactory under normal circumstances, but was found inadequate as the rush developed. With wheat coming in at a rate as fast as four loads a minute and each dump being operated twice each minute, the air was used so fast that the single compressor and single tank could not develop sufficient pressure to hold the pace. On July 25 we coupled in a second compressor and a second air tank. This corrected the trouble. Our remark about the increased ability to handle the dumps rapidly thru the installation of the second compressor and tank late that afternoon doubtless accounts for your writer's misconception.

While we are at it we might remark that the two legs in our house have a combined elevating capacity for 6,500 bus. per hour, one being able to handle 3,500 bus. and the other 3,000 bus.—C. L. Bartlett, mgr. Farmers Elevator Co., Chappell, Neb.

Satisfying the Chronic Overbidder.

Grain Dealers Journal: Hot spots at scattered points over the glorious state of Nebraska show that the western dealer is as anxious as his eastern brother to obtain a large volume of grain regardless of the cost.

One dealer tells of a fight that has lasted for several years. His competitor had forced him to take losses constantly, but his competitor had taken the heavier losses and was "very close to the wall."

A new manager was placed in charge this year. Knowing the condition of the business he was hired to manage, he approached the competitor with a view to buying the grain on a reasonable margin. The latter was acquiescent. He was even willing to go a step farther.

"There are two of us in town, Frank," he said. "Each is entitled to 50 per cent of the grain. Suppose we buy on a reasonable margin and work it that way. If I handle more grain in a month than you I'll split the profit on the greater number of bushels handled and give you a check for one-half. If you handle the larger amount, then you do the same with me. Then we'll both make money."

But the new manager didn't think so much of that idea. It later developed that he wanted to be sure of a reasonable margin, then take the larger share of the grain by the usual methods. Therein he fooled himself.

The independent dealer discovered the trap immediately and started bidding up to get his share. At the close of the wheat movement, he checked up to determine his profits and found he had lost an even \$12 on every car he had handled.

Possibly that is the way to do. I don't know. But some places in Oklahoma had a different scheme last year.

When a dealer got arbitrary and bid up for more than his share all the other dealers would bid up the price as high as they dared, yet remained a trifle under him, so he got the wheat and took the losses. While they weren't doing any business they weren't taking any losses, and the greedy one soon had enough of the red in his ledger to satisfy himself and his banker.

Usually it took only a few days of such

treatment to bring the locoed lamb back into the fold. He just had to come or be run into the slaughter pen. It always looked to me like that was a pretty good idea. Maybe some of our Nebraska dealers ought to try it.—G. U. S.

Plugging Cars to Defraud.

Grain Dealers Journal: We read with interest your comment concerning "plugged cars" in issue of Nov. 10th. Our experience has been such that we get little consolation out of anything that exists at present. A law without a penalty is little better than no law at all.

In cases of ours we never had a better evidence of "plugging" than "unevenly loaded."

It is our idea that such practices should be handled just the same as when the mails are used to defraud. Certainly that is what plugging means, and some one other than the shipper usually suffers.—Yours truly, The Midwest Grain Co., by G. D. Estes, Hutchinson, Kan.

A Pool Promoter Seeks Stirring Publicity.

Grain Dealers Journal: In your issue of Nov. 10, 1927, on page 552, you have an article headed, "Sturtevant Assails Farm Relief Plans," and then you quote Mr. Sturtevant as follows:

"We grain men are opposed to legislative measures for farm relief, because such measures would destroy the present grain marketing system, which is the most efficient ever known."

If this is the most efficient marketing system ever known, it is only efficient for the men who operate it, which is not very efficient for the farmers. And if Mr. Sturtevant believes, or if any other person believes, that this system of which he speaks is beneficial to farmers, then we challenge Mr. Sturtevant or any one else who takes it up, to a public debate on the following question:

Resolved: That the Chicago Board of Trade as now operated is a menace to the farmers, and a national crime, and its evil practices must be abolished.

Now if anyone wants to defend this present efficient marketing system you have the opportunity. We challenged Mr. Sturtevant, and also James A. Patten, once before and so far neither of them have accepted the challenge; hence, if the GRAIN DEALERS' JOURNAL has nerve enough to show where this efficient system aids the farmers, we certainly want to get this matter before the public, and hope that we are given the same publicity that was given Mr. Sturtevant's article.—Yours truly, Texas Wheat Growers Ass'n, by L. Gough, Pres., Amarillo, Tex.

Pres. Coolidge on Government Ownership.

In an address before the Union League Club at Philadelphia Nov. 17, President Coolidge said:

In our country at least more could be accomplished for human welfare through the encouragement of private initiative than through government action.

If economic freedom vanishes political freedom becomes nothing but a shadow. It has therefore been our wish that the people of the country should own and conduct all gainful occupations not directly connected with government service. When the government once enters a business it must occupy the field alone. No one can compete with it. The result is a paralyzing monopoly.

We have adopted a system of government regulation and denounced by law restraints of trade and unfair practices in trade, in order that the public might have the full benefits of all fair competition and the opportunities of our commerce be equally free to all. Privilege has no place in either our political or economic system.

The present high standards of living in America, reaching down to the humblest homes, the envy of the world and far beyond even the dreamy promises of communist agitators, are not due to accident, but to a carefully thought out policy.

Sellers Must Buy in for the "Account" at the Time that Buyer Refuses Marginal Contract.

Altho a majority of Arbitration Com'te No. 5 of the Grain Dealers National Ass'n, composed of Frank A. Theis, G. E. Blewett and R. L. Cole threw out entirely the claim of the Trans-Mississippi Grain Co., of Omaha, Neb., against the W. L. Richeson Co., of New Orleans, La., broker, growing out of a sale to G. B. Hall & Sons at Columbia, Miss., the Arbitration Appeals Com'te of the Grain Dealers National Ass'n composed of W. W. Manning, John S. Green, Geo. E. Booth, Geo. B. Wood and A. S. MacDonald, reversed this to the extent of allowing plaintiff the loss it unavoidably sustained, in the following decision:

Appeal from majority decision of Arbitration Committee No. 5, Grain Dealers National Ass'n, in which the claim of the plaintiff for \$2,454.30 against the defendant was entirely disallowed, the Trans-Mississippi Grain Co., appellant.

On Aug. 8, 1925, the defendant, W. L. Richeson & Co., Inc., wired the plaintiff, the Trans-Mississippi Grain Co., for a price on 15 cars of "minors" (a private brand of oats handled by the Trans-Mississippi Grain Co.) delivered Columbia, Miss.

On the same date the plaintiff replied: "No minors offer majors 55½ August, 56½ September Columbia one twentieth day beyond good reliable parties marginal contract subject to our confirmation by wire."

This did not result in a trade as the buyer wanted the oats sacked at the price. On Aug. 10 the defendant wired the plaintiff: "Could you supply minors good second hand packages for Columbia at prices named Illinois selling No. 3 white oats 56 to 56½ tread quick."

To this the plaintiff replied on the same date: "After September first our minors will grade number one feed oats bleached. On this basis offer fifteen cars 56½ August, 56½ September, one twentieth day beyond, good parties, marginal contract. Tread."

On August 11 a. m. the defendant answered: "Book fifteen cars minors Hall Columbia as per your wire. Mailing confirmation."

The confirmation of the defendant acting as a broker, which confirmation was signed by the buyer, G. B. Hall & Sons, was in accordance with the last two telegrams quoted above, in every particular, except the size of the cars were specified at 2,000 bus., making the total contract 30,000 bus., and no mention whatever was made of a marginal contract. This confirmation seems to have reached the plaintiff on or about Aug. 17, at which time they mailed their confirmation to the buyer and a copy to the broker, the defendant, specifying contract subject to margin call as per rule printed on back of same.

Nothing further seems to have occurred until September 11 when the plaintiff wired the defendant: "Call Hall Columbia fifteen hundred dollars margin oats contract."

To this the defendant replied: "Don't understand your wire re Hall Columbia this not marginal contract far as we know."

In the meantime the plaintiff shipped two cars containing a total of 3,000 bus. on the contract which were taken and paid for by the buyer. The buyer failed to sign the marginal contract forwarded him by the plaintiff, simply ignoring it, but on account of having made a shipment on the contract the plaintiff let the matter "ride" without further action until Dec. 21, the earliest date at which he could demand shipping instructions. On that date he demanded such instructions from the buyer who then arbitrarily cancelled the contract on the excuse that the oats were not bought on demand terms. On Dec. 22 the plaintiff resold the 27,000 bus. of oats yet due on the contract at a loss of \$2,454.30.

This com'te is of the opinion that the plaintiff's instruction to the defendant, the broker, was quite clear as embodied in the telegrams quoted above and no legitimate excuse has been offered for the failure to comply with such instructions as to marginal contract. The defendant in sending in his confirmation of the trade signed by the buyer simply omitted any reference to margins and as he failed to call attention to the fact that it was not a marginal contract the plaintiff had a right to presume that it was left out thru oversight or otherwise. The fact that it was not a marginal contract did not definitely develop until the exchange of wires on Sept. 11, as far as the plaintiff was concerned.

In view of the fact that the plaintiff had positive knowledge on Sept. 11 that he was without a marginal contract with the buyer he had no right to continue the existence of the contract beyond the following day with any expectations of reimbursements from the broker for any additional losses that might be sustained.

We, therefore, find that the defendant by an

apparent willful disobedience of the instructions of his principal has made himself liable for the damage or loss sustained by such principal, the plaintiff, to Sept. 12, 1925. We find the average value of December contract oats in Chicago on Aug. 11, the date of the sale, to have been 44 cents, and on Sept. 12, the date the contract should have been cancelled, 41½, a decline of 2½ cents, and in the absence of any other evidence of value on those dates we will take this as the basis of loss, and hereby order the defendant, The W. L. Richeson Company, Inc., to pay to the plaintiff, the Trans-Mississippi Grain Company, 2½ cents per bushel on 27,000 bus. of oats, \$776.25, together with interest at 6% per annum from Sept. 12, 1925, to Nov. 1, 1927, \$95.48, a total of \$871.73, and the cost of arbitration and appeal are assessed against the defendant.

Prompt Rejection of Order Taken by Salesman.

Henderson Milling Co., Grand Rapids, Mich., plaintiff, v. Frank T. Caughey Co., Detroit, Mich., defendant, before the Arbitration Appeals Com'te of the Grain Dealers National Ass'n, composed of John S. Green, W. W. Manning, Geo. E. Booth, Geo. D. Wood and A. S. McDonald.

A salesman representing Frank A. Caughey Co., appellant, on Feb. 9, 1927, sold to the Henderson Milling Co., appellee, ten tons of 34% O. P. oil meal at \$49 per ton delivered Coopersville, Mich., leaving with it his regular sales memo. This purchase was confirmed by the Henderson Milling Co., under date of Feb. 10, which was properly addressed to appellant's office at Detroit.

On Feb. 15, the appellant wrote the appellee saying that they could not confirm the sale as made as the market was then \$53 per ton for the 34% oil meal, and asked the appellee if same was satisfactory. This letter was postmarked Detroit, Mich., Feb. 16, and was not received by appellee until Feb. 17, or eight days after the sale was made to appellee by appellant's salesman.

Appellee very properly insisted upon delivery at price of sale, or \$49 per ton delivered Coopersville, Mich., and, failing to secure an agreement from appellant to complete trade on that basis it bought the oil meal from its local milling division at \$53 per ton, and filed proceedings to cover the loss it was subjected to by this transaction.



H. H. Seldomridge, Colorado Springs, Colo., Deceased.

Appellant calls attention to a clause in its sale memo which reads as follows:

"Prices subject to change without notice."

"All orders subject to confirmation."

Appellant also questions amount of loss appellee sustained in closing the trade.

This com'te is of the opinion the language used by the Feed Arbitration Com'te in its summary of this case is complete, and particularly the following paragraphs:

"All commodities represented by flour, feed and milling business fluctuate from day to day, and traveling salesmen are, or should be advised of any changes in the market from day to day."

"If appellant intended to reject the order, it should have done so within one or two days at the latest after the sale was made by its salesman."

The appellee has satisfactorily shown by documentary evidence in its answer to the appeal, the transaction covering the purchase of the oil meal from its local milling division.

This com'te finds in favor of the appellee for the full amount in dispute, viz.: \$40, and orders the appellant to pay the costs of arbitration and appeal.

Ask 50 Per Cent Bean Tariff Increase.

A fifty per cent increase in the duties on imported beans has been recommended to the tariff commission by the Michigan Bean Jobbers Ass'n.

President Coolidge is empowered under the federal tariff law to increase this tariff on the recommendation from the tariff commission.

Very large importations of foreign beans, chiefly from Rumania, are now being made in spite of the existing import duty of \$1.75 per cwt. Foreign exporters can put beans down in this country at such a figure as to menace domestic prices, due to the low wage paid farm labor abroad.

Harry H. Seldomridge Called.

With the passing of Harry H. Seldomridge of Colorado Springs, Colo., on Nov. 3 that state loses one of its best known grain men and statesmen.

Mr. Seldomridge had been identified with the grain trade of the state since 1899 when he started in business with his father and brother under the firm name of J. F. Seldomridge & Sons. Upon the death of his father the firm was changed to Seldomridge Bros., but in 1907 it was incorporated under the name of the Seldomridge Grain Co., his brother, Charles B. Seldomridge, being pres. and the deceased vice-pres. and manager.

In 1911 Mr. Seldomridge was elected pres. of the Colorado Grain Dealers' Ass'n. In addition to his activities in the grain trade Mr. Seldomridge was a Democrat with a national reputation. He served eight years as senator from El Paso County, closing his last term in 1912 to make the race for Congress. He was elected to the Sixty-third Congress and served two years. He was a close personal friend of the late Wm. Jennings Bryan.

Mr. Seldomridge was 63 years of age. He went to Colorado Springs as a lad of 14. Following the completion of his schooling he went into newspaper work and became city editor of the *Gazette*, continuing in this work until he and his brother and father formed the grain company.

While he had been in poor health for months and was forced to retire from active business last June, his condition was not considered critical until a week before his death when he suffered a stroke of apoplexy.

He is survived by his widow, Mrs. Irene Barnes Seldomridge, to whom he was married May 21, 1890; and two daughters, Mrs. H. Mead Rogers of Brockport, N. Y., and Mrs. Elmo S. Watson of Chicago. A son, Gerald, died a number of years ago.

Funeral services were held at the First Congregational Church. Active pallbearers were employes of the Seldomridge Grain Co. and honorary pallbearers were members of the session of the First Presbyterian Church, where for 28 years Mr. Seldomridge served as an elder. He was active in church and civic affairs thruout his life in the community.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

ILLINOIS.

Exline, (Sauneman p. o.) Ill., Nov. 23.—Husking returns very disappointing in this locality. Average about 25 bus. Quality will be fair. Received our first car of new corn today and it graded No. 5 yellow. Seventy-five per cent of our oats have moved to market.—E. L. Jarvis, mgr., Exline Farmers Elevator Co.

INDIANA.

Evansville, Ind., Nov. 19.—The corn crop along the Wabash River valley is not up to the standard of other years and the acreage is smaller.—C.

Stockwell, Ind., Nov. 15.—Wheat looking fine and a large acreage. Some good corn in the black ground but on the clay soil it is very poor. Will not be over half a crop in this locality.—Chas. S. Anderson, mgr., Lauramie Grain Co.

Evansville, Ind., Nov. 19.—A large number of the farmers in Marshall County treated their wheat this fall with copper carbonate before sowing to prevent stinking smut, which was especially bad in the crop harvested this year.—C.

Indianapolis, Ind., Nov. 17.—By way of preliminary report, we suggest that the indications for a good supply of corn were never poorer to my knowledge, tho there are a few reports of fair yield. The quality of this crop bids fair to be pretty satisfactory when it is freed from excessive moisture.—Chas. B. Riley, sec'y, Indiana Grain Dealers Ass'n.

IOWA.

Des Moines, Ia., Nov. 9.—Freezes nearly every night for the past week dried corn and made husking easier, while seasonable day temperatures aided farm work and husking. Husking made good progress altho in some parts of the state the corn has only recently dried sufficiently to justify husking. In the more advanced northwest counties nearly half of the husking has been done. Yields reported range from as little as 12 bushels per acre in the western part of Story county to 60 bushels on a number of farms in western counties. The quality ranges from light and chaffy to excellent, and there is a surprisingly small amount of soft, sour corn. Approximately 79 per cent of the corn in Iowa escaped frost damage, which is about the average for the past five years. Even that caught by frost has dried out more than it has soured. There is some complaint of binned corn heating, but this complaint is small when compared with the last three years. Winter wheat is in generally good condition, although some is late and not well established. Moisture is generally ample.—Arthur G. Torkelson, Lamson Bros. & Co.

KANSAS.

Kirwin, Kan., Nov. 10.—We have a pretty fair crop of corn. It ought to average 30 bus. per acre. It is still pretty damp.—Chas. M. Alspach.

Downs, Kan., Nov. 10.—Our corn is making a good crop but the average is small and most of it will be held.—Bert White, agt., Farmers Union Co-op. Ass'n.

Solomon Rapids, Kan., Nov. 9.—Our corn is good but the acreage is small and most of it will be consumed locally.—Owen Gish, agt., Farmers Union Co-op. Ass'n.

Glen Elder, Kan., Nov. 9.—Our corn acreage is small, tho quality and yield are good. Most all of it will be consumed locally.—A. G. Jones, Farmers Union Co-op. Ass'n.

Phillipsburg, Kan., Nov. 11.—Our corn is yielding around 25 bus. per acre. Quality is fine. It is getting dry enough to handle but we need more cold weather.—W. H. Bandt.

Prairie View, Kan., Nov. 11.—Our corn is fair, yielding an average of around 25 bus. It is beginning to get in good shape.—G. Boeve, Farmers Co-op. Elvtr. & Shipping Ass'n.

Stuttgart, Kan., Nov. 11.—Corn is fine, much better than expected, and it is maturing in fine shape, tho we need a little cold weather. Yields are running from 30 to 45 bus.—C. H. Bandt.

Harlan, Kan., Nov. 10.—Our corn is making from 35 to 65 bus. per acre and the quality is good except for moisture. We expect a good run when it becomes merchantable.—C. A. Kalbfleisch.

Portis, Kan., Nov. 10.—Corn will produce 35 bus. per acre. The acreage is not large but we expect a fair movement after it is dry enough to handle.—P. A. Stors, agt., Farmers Union Co-op. Ass'n.

Topeka, Kan., Nov. 11.—The average yield of kafir, milo and feterita is estimated at 25 bus. per acre on 1,547,000 acres for a crop of 38,675,000 bus. This is by all odds the largest crop of grain sorghums ever produced in the state. A long Indian summer during October with practically no killing frost in the state offered ideal conditions for ripening and harvesting. Last year's crop of grain sorghums was estimated at 20,175,000 bus. and the average for 1924-26 was 22,787,000 bus. About 85% of this year's crop is kafir. The November estimate shows the following average acre yields of seed crops: Alfalfa, 2.6 bus.; red clover 1.6 bus.; sweet clover, 4.2 bus.; timothy, 4.1 bus. Last year's yields were: Alfalfa, 3 bus.; red clover, 1.8 bus.; sweet clover, 4.4 bus.; timothy, 4.1 bus. The acreage of all seed crops except millet and meadow fescue was much smaller this year than last.—State Board of Agriculture.

MICHIGAN.

Lansing, Mich., Nov. 11.—Altho the weather was rather unfavorable for buckwheat, an average yield was secured, and from 13 bus. per acre the total production is placed at 884,000 bus.—Herbert E. Powell, Commissioner of Agriculture, and Verne H. Church, Agricultural Statistician.

Lansing, Mich., Nov. 11.—Clover seed acreage was large this year and it was harvested in good shape so that Michigan produced 155,000 bus., or more than twice that of last year. There was also a large acreage of timothy seed in the state and it yielded well at 3.9 bus. per acre.—Herbert E. Powell, Commissioner of Agriculture, and Verne H. Church, Agricultural Statistician.

MISSOURI.

Jefferson City, Mo., Nov. 14.—While 1927 has been an unfavorable season for small grain crops, forage crops have been as good or better than last year. Red clover seed averages 1.7 bus. against 1.7 last year; timothy seed, 4.0 against 4.1; alfalfa, 3.0 against 3.5; soy beans, 10.5 against 10.0; cowpeas, 8.5 against 9.4; buckwheat, 20 against 15; flaxseed, 6.5 against 8.0; potatoes, 83 against 80; sweet potatoes, 112 bus. in both years, and tobacco, 1,100 lbs. against 950 in 1926.—E. A. Logan, U. S. Bureau of Agricultural Economics, and Jewell Mayes, Missouri State Board of Agriculture.

NEBRASKA.

Wilsonville, Neb., Nov. 12.—Corn is pretty good. Some snap corn is commencing to move. It looks like a good yield.—P. A. Van Cleave.

Marion, Neb., Nov. 12.—Our corn is good. Yields are averaging around 40 bus. and quality

is fine.—T. R. Anderson, Marion Equity Exchange.

Hendley, Neb., Nov. 11.—Corn is in good condition, almost dry enough to handle. Movement will start in a few days. Fine crop.—R. W. Bruening, Farmers Business Ass'n.

Lebanon, Neb., Nov. 12.—Corn is good. We have shipped out two cars already. Quality is fine and most of it is dry enough to handle.—J. B. Raymond, Lebanon Equity Exchange.

Danbury, Neb., Nov. 12.—Our corn is producing around 30 bus. and the quality is fine. We are loading a car of new shelled corn today and it is cool and dry.—R. A. Puelz, mgr., Danbury Equity Exchange.

Beaver City, Neb., Nov. 11.—Our corn is pretty good, averaging 30 bus. per acre. It still has considerable moisture but movement will commence in a few days.—C. E. Coffey, agt., Crittenden Grain Co.

Rockford, Neb., Nov. 22.—Farmers busy husking corn. Corn acreage going 35-40 bus. to the acre, of good quality stuff. Forty per cent wheat on farms. Wheat acreage increased some this fall. More oats in county than for several years.—A. L. Burroughs.

SOUTH DAKOTA.

Elk Point, S. D., Nov. 22.—Corn is of very good quality and yielding about 45 bus. to the acre. Winter wheat looks good.—E. R. McFarland.

WASHINGTON, D. C.

Washington, D. C., Nov. 10.—Grain sorghums harvested to date in the following states are: Kansas, 20,175,000 bus., with a November preliminary estimate of 34,675,000 bus.; Oklahoma, 34,523,000 bus., estimate of 42,372,000 bus.; Texas, 71,350,000 bus., estimate of 66,309,000 bus.; U. S. total, 138,933,000 bus., estimate of 162,651,000 bus.—U. S. Crop Reporting Board.

Washington, D. C., Nov. 10.—Total production of rice in thousands of bus. is as follows: 5-yr. average, 1922-26, 36,387; 1927 preliminary, 39,299; preliminary yield per acre, 40.2. Beans are: 5-yr. average, 16,283; 1927 preliminary, 918,210; preliminary yield per acre, 786.—U. S. Crop Reporting Board.

Washington, D. C., Nov. 10.—The five-year average and the 1927 preliminary estimate for buckwheat, in thousands of bus., in the following states is: New Jersey, 4,295-4,893; Pennsylvania, 4,352-4,590; Ohio, 472,609; Michigan, 760-884; Minnesota, 869-1,652; West Virginia, 635-858; U. S. total, 13,760-16,556.—U. S. Crop Reporting Board.

WEST VIRGINIA.

Elkins, W. Va., Nov. 11.—The acreage in buckwheat this year is about ten per cent over the crop of last year and is at least 25% better in quality. Last year the crop had good growth but the weather at the time of harvest was extremely bad, and run bad thru the fall months, so that what grain was raised was badly cured and was never in prime condition to grind. The yield per acre in flour was very low. This year the conditions are all changed.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

	Nov. 10.	Nov. 11.	Nov. 12.	Nov. 13.	Nov. 14.	Nov. 15.	Nov. 16.	Nov. 17.	Nov. 18.	Nov. 19.	Nov. 20.	Nov. 21.	Nov. 22.	Nov. 23.	Nov. 24.
WHEAT															
Chicago	125½	127½	127½	128½	127½	127½	127½	127½	127½	126½	127½	129½	129	129	†
Kansas City	121½	122½	122½	123½	123½	123½	123½	123½	123½	122½	122½	124½	124	124	†
St. Louis	125½	127½	127½	128½	128½	128½	128½	128½	128½	127½	129	131½	131½	131½	†
Minneapolis	122½	124½	123½	125	124½	124	123½	123½	123½	124½	126	125½	125½	125½	†
New York	127	127½	129½	128½	129½	129½	129½	129½	128½	128½	128½	128½	128½	128½	†
Duluth (durum)	118½	122½	121½	123½	123½	122½	122½	121½	119½	120½	123	121½	121½	121½	†
Winnipeg	127½	127½	129½	130½	130½	132½	131½	131½	131½	131½	134½	133	133	133	†
Milwaukee	125½	128	129½	128½	127½	127½	127½	127½	127½	126½	127½	129½	129½	129½	†
CORN															
Chicago	85½	82½	82½	85½	85½	84½	84½	87	86½	86½	87½	86½	86½	86½	†
Kansas City	78½	75½	75½	78	77½	77½	79½	79	79	79	79½	79	79	79	†
St. Louis	84½	82	81½	84½	84½	83½	86½	86	85½	86	85½	86	85½	85½	†
Milwaukee	85½	82½	82½	85½	85½	84½	87½	86½	86½	86½	87½	86½	86½	86½	†
OATS															
Chicago	49½	48½	48½	49	49½	49½	49½	49½	49½	48½	49½	49½	49½	49½	†
Minneapolis	46½	45½	45	45½	45½	45½	46	46½	46½	45½	46½	46½	46½	46½	†
Winnipeg	55½	55½	55½	56½	56½	56½	56½	56½	56½	56½	56½	57½	57½	57½	†
Milwaukee	49½	48½	48½	49	49½	49½	49½	49½	49½	48½	49½	49½	49½	49½	†
RYE															
Chicago	101½	104½	105½	106½	106	105½	103½	103½	104	106	104½	104½	104½	104½	†
Minneapolis	96½	99½	100½	101½	101	100½	99½	99½	98½	98½	98½	98½	98½	98½	†
Duluth	98½	102½	102½	103½	103	101½	100	99	98½	101½	101	101	101	101	†
Winnipeg	101½	101½	102½	103½	103½	103½	102½	101½	101½	101	104	102½	102½	102½	†
Minneapolis	74	74½	75	77	77	76½	75½	74½	75½	75½	78	77½	77½	77½	†
BARLEY															
Winnipeg	77½	77½	78½	78½	79½	79½	79½	78½	77½	78	81½	79½	79½	79½	†

*Market closed—Armistice Day. †Market closed—Thanksgiving.

The weather was good at harvest and remained good until after the grain was thrashed, so that the grain is in fine condition and the yield is better than for years. The fact is buck wheat flour has not been so good for ten years.—The Darden Co.

Oklahoma Raises the Best Corn in the World.

Oklahoma grows good corn. Oklahoma grows fine corn. In fact, some of Oklahoma's corn is so exceptional that the feeders of prize winning cattle pay a premium for "the best on wheels."

So it was earlier this month with a car of No. 2 mixed, a very choice Oklahoma car load of corn shipped on Nov. 7 by F. M. Laughlin of Calumet, from his elevator at Minco, Okla. The car first went to Stinnett Grain Co. at Oklahoma City.

Stinnett Grain Co. forwarded the car to apply on contract with Adolph Kempner & Co., Chicago, who in turn sold it to go to the Stock Yards to feed the prize cattle at the International Live Stock Exposition and Dairy Show, which is quite a boost for Oklahoma corn.

Side-line sales of today were figuratively made months ago in the minds of patrons.

The export debenture plan, designed to remove inequalities and to bring to agriculture the same tariff benefits enjoyed by other industries, was praised by Louis J. Taber, master of the National Grange, before his audience of several thousand farmers in Toledo for their recent annual convention. Evidently Agitator Taber has not read the President's veto message and has no knowledge of economics.

Death of George F. Powell.

George F. Powell died Nov. 17 at his home in St. Louis, Mo., of heart disease from which he had suffered for several years. He was 58 years of age.

Mr. Powell was pres. of the Powell & O'Rourke Grain Co., and had been identified with the St. Louis grain trade for 40 years. He served as pres. of the Merchants Exchange in 1922 and in subsequent years held other offices in the organization. Trading on the floor of 'change was stopped for one minute Nov. 18 as a tribute to him.

In 1910 Mr. Powell served as chairman of the membership com'te of the Grain Dealers National Ass'n, and in 1912 was elected second vice-president of that body.

The St. Louis Grain Club and the Millers' Club were numbered among his affiliations. He was also prominent in Catholic church affairs.

The heart ailment from which Mr. Powell suffered was believed to have resulted from his strenuous exertions as an athlete when a young man. He held the national high jump record of 6 feet 3¼ inches for 20 years and participated in the Olympic games in Paris in 1892.

Surviving are his widow, Mrs. Connie Powell; two sons, John G. and Robert M. Powell, and a daughter, Miss Nancy Powell.



Geo. F. Powell, St. Louis, Mo., Deceased.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Lawler, Ia., Nov. 18.—We have been shipping in corn and oats the past year.—M. J. Connors, mgr., Gilchrist & Co.

Marion, Neb., Nov. 12.—We expect a good movement of corn. It will be of fine quality when it gets dried out.—W. R. Redfern.

Claudell, Kan., Nov. 10.—Our wheat movement is practically over. Very little is left back in the country.—D. C. Kalbfleisch.

Cedar, Kan., Nov. 10.—Wheat movement is over. Practically nothing is left back in the country.—A. M. Bouts, agt., W. H. Morrison.

Downs, Kans., Nov. 10.—About 90% of our wheat has already moved. It came rapidly at threshing time.—Roy McMillen, Nye & McMillen.

Norton, Kan., Nov. 11.—We shipped the first car of new corn to go out of Norton County on Nov. 3. It graded No. 2 white, testing 54 lbs. to the bu.—D. M. Conway.

Prairie View, Kan., Nov. 11.—Corn has commenced to move. We are started on our second car. Quality is good except that it is carrying a little excess moisture.—Bert Finch.

Glen Elder, Kan., Nov. 9.—Wheat moved fast this year. Not more than 15% is back in the country. Some of it is pretty badly damaged.—H. R. Dockstader, Dockstader & Thierolf.

Cawker City, Kan., Nov. 9.—Probably 15 to 20% of our wheat is still back, but it is not moving. Quality is pretty poor, musty and damaged.—Ralph Reich, Farmers Union Co-op. Ass'n.

Kirwin, Kan., Nov. 10.—Our wheat movement is just about over. About 10% is still back in the country. Quality has been only fair, tho high in protein.—H. A. Smith, Farmers Elevator Co.

Ruby (Milford p. o.), Neb., Nov. 17.—About 25% of wheat is left in the farmers' hands. No movement at present. Early shucking proved too green.—C. J. Anderson, mgr., Farmers Elvtr. Co.

Wilsonville, Neb., Nov. 12.—Wheat movement is well over. Not more than 20% is back. Quality has been fair. We have suffered very little from damage and stack burn.—S. C. Johnson, Edwards Grain Co.

San Francisco, Cal.—Receipts during the month of October compared with October, 1926, in bushels, were: Wheat, 103,266-150,000; barley, 914,125-922,125; oats, 96,875-126,000; corn, 54,285-161,428; bran, 210 tons-130 tons.

Thermopolis, Wyo., Nov. 11. — In 1925 we shipped out of this county 2 cars of wheat, in 1926 we shipped 12 cars, and in 1927 we shipped 30 cars, so you see we are raising more wheat here. It is all northern spring. Farmers have been raising from 25 to 60 bus. per acre.—Geo. Larson.

Montreal, Que., Nov. 4.—New grain records for the Port of Montreal were established today when receipts for the season totaled 165,561,637 bus. It is likely that shipments for the year will amount to 188,000,000 bus. Receipts for 1926 were 135,897,882 bus.; for 1925, 163,801,725 bus.; for 1924, 165,139,399 bus.—W. J. Donnelly, trade commissioner.

Ft. Worth, Tex.—Kafir corn amounting to 20,000,000 lbs. has been sold by Fort Worth grain exporters for immediate shipment to Germany, for use in making beer and distilled liquors. Exporters were paying around \$1.38 cwt. delivered on board ships at Houston and Galveston. A smaller amount of milo also has been taken for export to Germany.—P. J. P.

Montreal, Que.—Receipts during the month of October, compared with October, 1926, in bushels, were: Wheat, 24,667,789-14,917,134; corn, 62,470-113,910; oats, 812,844-175,211; rye, 7,527,075-1,138,333; barley, 8,482,500-1,513,474; flaxseed, 319,759-.... Shipments, similarly compared, were: Wheat, 18,715,101-14,441,051; corn, 9,344-22,841; oats, 504,211-54,368; rye, 7,070,204-640,816; barley, 4,660,195-1,749,054.

Galveston, Tex.—A consignment of 8,571 bus. of corn cleared a few days ago from here to Rotterdam. Officials estimate the crop exports at a variety of figures ranging from 5,000,000 to 10,000,000 bus. No corn has been shipped out of Galveston for several years.

Kenney, Ill., Nov. 11.—The Kenney Elvtr. Co. reports having shipped the first carload of No. 3 yellow corn to be received on the Chicago market this season. This car was inspected Nov. 10, grading No. 3, 17.4 per cent moisture, and testing 54.6 pounds per bushel. It also reports having shipped the first carload of new No. 3 yellow corn that was on the Chicago market last year. This latter car was inspected Nov. 22, 1926, grading No. 3, with 17.5 per cent moisture, 5.5 per cent damage, and testing 54 pounds. H. B. Rowe, Jr., mgr., says that corn at that station is grading from No. 3 to sample grade, and husking returns show from 25 to 70 bushels per acre, with very few damaged ears.

Exports Much in Excess of Sales Reported.

The clearances of wheat from North American Ports this week amount to about Fourteen Million bushels, following exceedingly heavy shipments for previous two or three weeks, and are very much in excess of the sales reported from day to day, indicating clearly that the sales reported are considerably less than the sales actually made; or that a large amount of wheat is being put afloat unsold, and sold while in transit or after arriving on the other side, and not reported.—Shannon Grain Co.

One-Third Pacific Northwest Wheat Wet.

The volume of wet wheat in the Pacific Northwest this year is tremendous, estimated at around 7,000,000 bushels in Washington, Oregon and Idaho. Moisture content runs as high as 20 per cent, and in many instances the wheat has already started to sprout.

Despite every possible effort to save a large proportion of this quality wheat, considerable will go out of condition and beyond redemption.

The Seattle Port Commission is installing drying equipment, but even on a 24-hour shift some 200 days are estimated to be necessary to dry this amount of wheat to a point where it will be acceptable on contract.

Manchuria's Exports Increasing.

Manchuria is a "New China" in many respects and rapid changes are taking place. Considering the extent of the country, about 400,000 square miles, and the estimated area of cultivated crops of 30 million acres, the acreage of wheat is small.

There are vast rolling areas still undeveloped and awaiting colonists. The river valleys contain a great deal of fertile land. Railroad construction is rapidly going on and opening up new tracts to settlers. About half of the railway mileage of China is concentrated in Manchuria, and the country has been free from the civil wars and impoverishment that other sections of China have suffered.

The staple crops of Manchuria are kaoliang (a grain sorghum), soya beans, Italian millet, corn and wheat. The first three are the most important and the soya bean crop is the big cash crop which has had a great deal to do with the development of the country. This industry has grown rapidly; exports of oil, bean cake and beans were equivalent to 84 million bushels in 1925, almost twice the 1915 export.

In 1925 Manchuria raised 155,100,000 bus. of kaoliang; 127,200,000 bus. of soya beans; 105,000,000 bus. of millet; 52,800,000 bus. of corn; 28,300,000 bus. of wheat; 15,755,000 bus. of rice; 8,355,000 bus. of barley.

Following are the wheat and flour exports, in bushels, of North Manchuria for the past few years: 1921, 32,100,000; 1922, 12,000,000; 1923, 6,800,000; 1924, 1,600,000; 1925, 2,800,000; 1926, 2,900,000.

Large Addition to Indianapolis Plant.

Twelve reinforced concrete bins were recently completed for the Cleveland Grain & Milling Co., at Indianapolis, Ind., as an addition to its existing plant, which comprised the new tanks, working house and track shed built last fall, and illustrated in the Journal Jan. 10, pages 44 and 45, and an older structure of tile tanks, that survived the fire of last year.

THE NEW TANKS are 29 ft. 4 ins. in diameter inside, 30 ft. 6 ins. outside and 118 ft. 6 ins. high, covering an area 180 ft. 1 in. by 60 ft. 5 ins. The tanks are in contact for 9 ft., making 5 large rectangular interstice bins, while on the outside are 10 small triangular bins. The 12 large tanks have a capacity of 58,658 bus. each, or 703,896; the 5 inner space bins 14,038 bus. each, or 70,190, and the 10 outspace bins 5,350 bus. each, or 53,500, the total being 827,586 bus., practically doubling the old storage of 868,000 bus.

The tanks have steel hopper bottoms of the Budd-Sinks design to increase the storage capacity for the same height of bin and reduce the cost of the understructure. The manholes in the bin floor are 20 inches in diameter, with the manhole frame projecting 2 ins. above the bin floor to prevent water running into the bin. A bar ring under the cover has 6 angle clips to provide an air space between cover and manhole frame for air to enter bin to displace grain removed. All exterior bins are vented to the outside just under the roof slab thru a 6 in. by 2 ft. opening formed of 1-in. lumber with No. 12 gage galvanized iron wire mesh to prevent birds entering. The sill is

beveled to 45 degrees to prevent rain driving thru.

A cupola 20 ft. wide and 10 ft. 6 ins. high at ridge runs the entire length of tanks, connecting at the work house end with a downwardly inclined gallery leading into one corner of the work house. The cupola is of structural steel with corrugated galvanized iron roof and siding, there being 9 windows on each side. The roofs over tanks are covered with 4-ply felt composition, coal tar, pitch and gravel.

To move the grain into and out of the house five belt conveyors are required, each driven thru Morse Silent Chain reduction by Fairbanks-Morse Electric Motors running 1,160 r.p.m. The current used is 3 phase, 60 cycles, 440 volts, the lighting voltage being 110 and 220 volts. Placed near the motors are starters with oil switches ahead of them. The motors are of the double squirrel cage type to give high torque with low current at starting. Standard compensators would be used were the motors over 25 h.p. A 100-ft. flexible cord cable is provided for lighting, the lamp being protected by a metal guard having a hook on end.

The 36-in. belt carrying grain from the work house is inclined upward, is driven by a 10-h.p. motor, and spouts to receiving belt at right angles running over the new tanks. This 36-in. belt has a 2-pulley tripper, supplied by the Weller Mfg. Co., reaching all bins on both sides, and is pulled by a 20-h.p. motor. For shipping grain out two 30-in. rubber belts are provided in the basement, each pulled by a 15-h.p. motor. Each of these two belts spouts on

one 36-in. belt leading at right angles into one corner of the working house, and pulled by a 10-h.p. motor, the distance between the tank structure and the working house being only 16 ft. 4½ ins. These belts were supplied by the B. F. Goodrich Co.

All spouts are of steel. No. 14, on the sides and No. 12 on the bottoms, the latter surface bolted on for easy replacement. Some of the spouting was furnished by the Weller Metal Products Co.

Conveyor rolls were supplied by the Weller Mfg. Co.

The new storage, as well as the existing concrete workhouse, was designed and erected by Jas. Stewart & Co.

Southeast Iowa Dealers Meet at Washington.

A pleasant meeting of the grain dealers was held at Washington, Ia., Nov. 17, O. A. Talbott of Keokuk being elected chairman. Dave Milligan, sec'y of the Ass'n, was unable to attend and Phil Brooks of the Western Grain Dealers Mutual Fire Insurance Co., attended as substitute.

The success of the meeting was largely due to the wonderful co-operation and efforts that were put forth by H. A. Baxter & Son of Washington. They also furnished smokes for the evening.

The meeting was attended by thirty-five grain dealers and some very interesting discussions took place, among some of which were as follows:

"The effect that the changing of the corn grading would have on the grain trade."

"The borrowing of money from banks on a demand note."

"The cost of operating the country stations."

"The county agents selling lines in competition with the grain dealers."

The motion was made, seconded and carried unanimously to leave the corn grades as they are now, after several arguments.

Another motion was made, seconded and carried to elect a com'te of three to draft a resolution to submit to the state department of agriculture to do away with the county agent selling commodities in competition with the grain trade. The com'te elected was:

H. A. Baxter, Washington, Ia.; G. W. Weber, Columbus Junction, Ia.; and Ray Baxter, Burlington, Ia.

After deciding upon Columbus Junction as the next meeting place for some time in January, the meeting was adjourned.

Among those present were: G. C. Baady, R. W. Baxter, J. G. Oertel and C. W. Bovard of Burlington; A. and Howard A. Baxter, Wm. and J. G. Hemmings, Walter Little and R. F. McFarlan of Washington; Phillips Brooks, Des Moines; John L. Bullers, Crawfordville; W. L. and W. B. Darnell of Wellman; G. R. DeYarman, Oids; R. T. Funk and R. E. Watkins of Yarmouth; Harlan Gossick, Fairfield; W. A. Hanna, Danville; C. F. Hayes, Mt. Pleasant; A. D. Hayes, New London; J. H. Huston and G. W. Weber of Columbus Junction; A. Jericho, New London; Geo. W. Jager and G. B. Peebler of Batavia; B. T. Lutes, Packwood; A. H. Miller, Libertyville; Henry Pickard and son, East Pleasant Plain; O. A. Talbott, Keokuk; and P. P. Schawalter, Wayland, Ia.

Bear Market Dope Does Not Help Flour Sales.

I have often wondered how the grain men expected the mills to sell flour to customers who were flooded in the same mail with a lot of bear dope from the grain trade. They talk about the market going down, while in reality the market on which the miller and flour buyer works has not gone down proportionately. I mean the cash red winter market. If some one could just get over to the grain trade the effect which some of their dope has on the minds of the flour buying public, I think it would help the situation of the mills considerably. In spite of the fact we are closely allied, there is not much unity of purpose in the grain and milling industry.—Ohio Miller in Zahm's Red Letter.



Old Tile and New 827,000-Bushel Concrete Tank Storage of Cleveland Grain & Milling Company, at Indianapolis, Ind.

Nebraska Elevator Operators Discuss Grain Trade Problems

In spite of a light snow the day before, followed by a chill wind sweeping down the Platte Valley from the snow-capped mountains of the Northwest, a splendid gathering of delegates from all over the prosperous state of Nebraska assembled at Grand Island for the 25th annual convention of the Farmers Elevator Ass'n and the eighth annual meeting of the Farmer Managers Ass'n of Nebraska. Approximately 350 delegates registered and a few attended without registering. Almost a hundred managers of farmers elevators attended. The convention lasted three days, Nov. 15, 16 and 17. All sessions were held in the ball-room of the Yancey Hotel. The first day was devoted to the managers' meeting.

Tuesday Morning Session.

M. L. CRANDELL, Nebraska City, Pres. of the Managers Ass'n, called the first session to order at 10 o'clock Tuesday morning, announcing a short program of music by five pieces from the Grand Island Conservatory of Music.

REV. PAUL HILLMAN, pastor of Trinity Methodist Church, asked divine blessing.

A. J. DENMAN, pres. of the Grand Island Chamber of Commerce, heartily welcomed the delegates on behalf of the city officials, the citizens and the Chamber of Commerce, remarking that they were to feel at home and enjoy themselves, and adding that he was well acquainted with the chief of police.

J. S. CANADAY, Minden, pres. of the Elevator Ass'n, responded, introducing Sec'y Dave Trail of the Chamber of Commerce, and thanking the welcomers.

PRES. CRANDELL responded for the managers. He spoke of several previous visits to Grand Island and extolled the beauties of the city and the hospitality of its citizens.

SEC'Y J. W. SHORTHILL, Omaha, read the minutes of the last meeting, held in Hastings a year ago. This was followed by the auditor's report, showing the organization in good financial standing, and his report as sec'y.

Sec'y Shorthill's Report.

Among the things deserving of action by the ass'n is our present Nebraska Warehouse Law defining as storage all grain which is held for a period greater than 10 days, without payment to the owner in full. We ought to pass a resolution asking our state legislature to change the term "paid for" to "purchased." As it is we have all broken the law at one time and another.

It is impossible for an elevator to stay within the limits set by this law on all occasions. Sometimes the farmer goes off and doesn't call for his check within the allowed 10 days. Sometimes he hasn't all of his grain delivered. The substitution of the word "purchased" would likely correct this feature.

Our lawmakers seem to feel that it is better to repeal the law and make a new one than to try to amend the old. We have had it up with them. But nothing has been done.

Our storage law is not compulsory as it is in some states, particularly those of the spring-wheat sections. It was originally passed because a few dealers insisted on using free storage as a means of unfair competition. Therein it has some merit.

Under the terms of the law a cooperative elevator is permitted to store for its members without putting up a bond. This ought to be changed so that the members would be protected as well as non-members. We have had a few cases wherein grain was thus taken in store and shipped, with disastrous results to its owners.

Under present state laws any project traveling under the cloak of being cooperative is permitted to enter and do business without being first examined. As a consequence many questionable projects gain entry to the detriment of our farmers. Cooperative institutions should be required to pass the same careful examination as other businesses entering the state. As business concerns we need no favor.

Method of Taxation. — Cooperative elevator companies are taxed on a basis of their capitalization and their volume of business, which is no indication of their profits. This is not

equitable. It is fairer to be taxed on a basis of property and profit.

Conditions in the state indicate a need of more cooperation between neighboring cooperative institutions. Some communities have shown improvement in this respect, but the situation is by no means entirely satisfactory.

In the past some counties have had local organizations among their cooperative elevators. But most of these have died for want of exercise.

It would be a mistake for such organizations to include only the managers of the elevators. As many of the directors and members of companies should attend as is possible.

A study of grain shipments from Nebraska has shown a steady decline in the volume handled thru the past few years. This is greatest in central and eastern portions. Farmers are coming constantly to greater diversification.

While this is a healthy sign from the farmer standpoint, the elevators must prepare to fit into the program if they are to hold their influence, they must broaden their field of service.

One fellow has even written in criticizing us for studying grain problems when they are of so little concern to him. He remarked that his elevator has shipped practically no grain for some time.

With diversification of farming, feedstuffs have come to the front. Many elevators are installing feed grinders and this is helping them to fit into the new program.

Managers can be of great service in supplying their patrons with feeds. At present too much feed is bought by haphazard methods direct from the manufacturer. The buying would be better done in a systematic way thru the local cooperative elevator. Gasoline and oil are also easily handled.

Trucks: Many dealers in this state are purchasing trucks to haul grain and deliver feed and coal to the farmers. The movement is extending. And it is a wise move. If the farmers' grain is hauled by one of the company trucks the grain is pretty likely to come to the cooperative elevator. If it is hauled by someone else it may go to your competitor.

However, don't render this service for nothing. Make a charge. Then the farmer knows where he stands and he is less likely to conceive the notion that the profits on his grain are paying for free trucking service to others.

Cash: Most of us could have cash businesses if we would. But we are constantly compelled to extend credit and have to frequently take losses on bad debts. This is at least partly due to our failure to furnish an incentive for the payment of cash. If we would make price concessions to the cash and carry customer we would have more such customers.

If we are to become more interested in the feeding problems in our communities and are willing to develop along this line, we will find our agricultural college of great help. Its instructors and experiment men are willing to cooperate with us even to the extent of holding local instructive meetings.

Cooperative elevators would find it profitable to send their managers to their terminal market. It would be well for the managers' ass'n to hold a separate additional convention late in June at their central market. This ought to last at least a day and a half, with the forenoon of one day devoted to visiting the Board of Trade and the inspection department. This would give them an insight into what to expect during the wheat season immediately following and help them buy grain more accurately and profitably. This year is an outstanding case. Many elevators have lost thru their inability to grade their receipts accurately and buy accordingly.

PRES. CRANDELL expressed praise of the sec'y's report, following with a short talk of his own.

Pres. Crandell's Address.

Our storage law provides that grain must be paid for within 10 days after delivery. If I were to call for the hands of all violators of this clause present I expect it would include practically every one of us. But I don't want you to incriminate yourselves. It is impossible to avoid violation in some cases. According to law the manager would have to drive out to the farmer's place with cash for payment in case the farmer failed to call at the elevator for his check within the allotted 10 days. This is a fool law, but we have other fool laws.

Why should we be made the collection agency for threshers' and shellers' bills? Is there good reason why we should be compelled to gain the ill will of our patrons by continually harassing them? Are we collection agencies?

Buy on Grade: Managers ought to insist on the grain they buy being in merchantable condition. They should dock lower grades as they are docked in the terminal markets. Managers can't hope to get top prices for grain that has been left standing in the field to sprout and rot. The condition in which some of it is delivered is deplorable. And it can only be discouraged by proper docking.

Speculation: Cases have come to attention in which elevator managers have speculated in futures with the company's money. Oftener than not they have lost and carried their companies under. Directors should insist that the manager do no speculating, either for the company or himself. You can't make money bucking the other fellow's game. Stick to straight merchandising or get out of the elevator business.

Many of us are resenting the government report on crop conditions and estimated yields. What good is it? Every time it comes out down goes the market. We ought to get up on our hind legs and paw the air and raise a row until the fool reports are discontinued.

The following nominations for officers of the Managers Ass'n were made: M. L. Crandell, Nebraska City, for pres.; E. M. Olds, Dorchester, for vice-pres.; Sec'y of Elevators Ass'n for sec'y; C. A. Moore, Fairmont, and E. P. Hubbard, Juniata, for directors.

Managers' Meeting.

Sentiment was expressed calling for a two-day meeting of elevator managers in Omaha late in June, just before the new crop wheat commences to move. It was thought this would help get ready for the problems that would follow during the marketing of new wheat.

Three factors contributed to the inaccuracy of grading by country elevators during the past season. At first the weather was ideal for threshing from the shock. Then it was discovered that a lot of wheat was being docked for having a percentage of rye. About one car in 10 was docked for smut. Then came the rains and wheat carried a heavy moisture content.

J. S. CANADAY, Minden, said: "We want



J. W. Shorthill, Omaha, Re-elected Sec'y-Treas.

our managers' to keep better posted. This is to our interest. We depend upon them to operate our business and they cannot do so efficiently if they lag behind the times. I am intensely interested in seeing them hold a June meeting in Omaha. We directors ought to get behind them and insist that they attend.

PRES. CRANDELL said: "There is too much fighting between cooperative elevators. This disrupts the organization and causes serious losses to the elevators. We found the meeting we held in Omaha last June did much to straighten us out. Such meetings are a benefit to both the manager and his elevator.

Adjourned to 1:30 p. m.

Tuesday Afternoon Session.

The second session was opened with an address by John Curtiss, of the Nebraska State Railway Commission, Lincoln, on "Can Our Elevator Companies Handle Grain for Pool Without a Warehouse License?" He said:

Elevator Companies and the Pool.

Free storage as a means of unfair competition among elevators developed the original situation which led to the enactment of the Nebraska Storage Law in 1915. Popular demand called for bonding of elevators to protect the owners of the grain stored therein. It was not an infrequent occurrence prior to the law for an elevator manager finding the house in poor condition financially, to sell the stored grain or take the funds obtained from its previous sale and run away leaving his patrons holding the sack. So the law was enacted.

All laws are compromises. The storage law is no exception. While it is by no means perfect we must take it as it is, repeal or amend.

It is not compulsory. Under it we may or may

not become warehousemen. We don't have to store unless we want to, and if we do we are entitled to a set charge. But if you do not wish to store the law provides that all grain brought in must be paid for in full within a period of 10 days.

The law provides, . . . "Any grain elevator or grain warehouse (other than at terminal points which terminal points shall be designated by the state railway commission) in which grain is held in storage for a period longer than 10 days is hereby declared a public warehouse within the meaning of this act and any grain which has been received at any grain elevator or grain warehouse for which payment has not been made within 10 days after the receipt of the same is hereby deemed to be held in storage.

The application (to do business under the terms of the act) shall be accompanied both by a bond running to the State of Nebraska for an amount equal to the full value of all grain likely to be held in storage at any one time, and by a receipt from the state treas. showing payment of the annual license fee of two dollars for each warehouse to be operated. The warehouseman shall be liable on his bond for all loss and damage, of whatever nature, except loss due to changes in market value or acts of God, to all grain held in storage in his public warehouse. In case of delay in delivery of said grain by the warehouseman on order of the owner thereof said warehouseman shall be liable on his bond, as provided in section 6 of chapter 243, session laws of 1915."

A provision is here made whereby co-operatives do not have to bond for their members. It says: . . . "any warehouse owned and operated by a co-operative company, ass'n, partnership or corporation, which stores grain for more than 10 days for members of the aforesaid company, ass'n, partnership or for stockholders in such corporation, and for such members only, shall not be required to give the bond aforesaid." This is an evil provision. A member storer is just as much entitled to the bonded protection of his grain as is the independent storer. It is unfair to expect him to take his loss and grin if the manager runs away with the company funds. The clause should be struck

from the act and members placed on a par with non-members.

Section 7228 requires that receipts must be issued on stored grain within 15 days following delivery. Upon demand, presentation of receipts and payment of lawful charges, the owner is entitled to the delivery of his grain.

Storage Charges—Section 7230 decrees that "No more and no less than the following lawful scale of storage charges shall be charged for, received or paid in all public warehouses, viz: 1½c per bushel for the first fifteen days for all grain received in wagon load lots and 1c per bushel for the first 15 days for all grain received in car load lots; thereafter 1-30 of 1c per day. These charges shall be full compensation for receiving, handling, storing, insuring and delivering." These charges cover specified items. It is to be presumed that for items not specified such as cleaning or treating, additional charges might be assessed according to the discretion of the warehouseman.

It has fallen to the lot of the State Railway Commission to enforce this law. Regardless of our opinion of its justness or effectiveness we must prosecute violators. Upon conviction such violator "shall be fined in any sum not less than \$50 nor more than \$500, and in addition thereto shall be liable for any damages arising to any person from said violation."

In Minnesota and certain other states of the spring wheat sections, every elevator is compelled to be a public warehouse. Sufficient policing funds are provided for proper enforcement of the law. Here in Nebraska the Railway Commission is not provided with sufficient funds for such enforcement. There are around 1,300 elevators in the state and they would require a lot of policing. The law is only a half-way job.

Enforcement: The Commission will continue to have difficulty in enforcement so long as the farmers and elevators fail to lend their co-operation. On one occasion we went out to investigate a report about an elevator storing without bond. The grain man declared he had no stored grain. The farmers who had stored with him declared the same. Our man had hardly got back to Lincoln before the elevator failed and the storers came calling for help. Had they helped with the investigation we could have compelled bond and protected them. As it was we could do nothing.

A case now before the Supreme Court is deciding whether or not the warehouse law applies to pooled grain. The Railway Commission feels that it does. If grain is put into an elevator it ought to have protection whether it is pooled grain or otherwise.

Under the terms of the law an elevator cannot handle pooled grain without obtaining a warehouseman's license and putting up bond.

SECY SHORTHILL: We understand then that under the terms of our contracts with the pool for handling poolers' grain we must take bond. Are we entitled to a separate fee for such storage?

MR. CURTISS: Charges are defined in the law. If other than the named items are used in such storage, you are presumed to have right to further charges. The essence of the law is the obtaining of bond. It is along this line that the Commission does its enforcing.

A man in the audience wanted to know whether pooled grain was actually bought or not and thereby covered by the act.

MR. CURTISS: The attorney-general has ruled that payment within 10 days means actual payment in cash and in full. Pooled grain is storage.

A question arose as to who is liable to the pool member, the warehouseman or the pool. It was generally thought the warehouseman was liable to the pool, inasmuch as it would be the pool's grain.

A farmer: There is a clause in the pool contract that means something. It isn't very clear. I've tried to figure it out and my guess is that it relieves the pool of all responsibility in case of fire, theft, flood and various other items, and relieves the farmer of both his wheat and his money.

A question arose as to whether the law applied specifically in cases of extended delivery of grain to an elevator over a period of 15 or 20 days and even more. Mr. Curtiss said the law did apply, but that no cases had ever come up over such delivery and probably would not wherein such was bona fide delivery. The law would be dangerous to an elevator in this effect only if such extended delivery were used as a subterfuge to escape bonding for actual storage.

SECY SHORTHILL: The solution of the difficulty might lie in substitution of the word

New Elevator at Brule, Nebr.

A new 18,000 bus. elevator has been built at Brule, Neb., for the Farmers' Cooperative Ass'n to replace the one that burned July 25 after a heavy run of business.

It is 26x28 ft. and 65 ft. high. Construction is of wood, cribbed and iron-clad with grounded connections for lightning protection.

The house has 11 hopper-bottomed bins, four over the driveway, three over the work-floor and four at the corners. The corner bins have concrete hopper bottoms which are a part of the concrete foundation. The receiving pit is of concrete in which a steel pan is embedded to make it water-proof.

Grain is delivered to a single leg fitted with Salem V buckets. This is operated with a Winter head drive operated by a 7½ h. p. inclosed, self-ventilating motor, carrying a 48-in. head pulley. It has capacity for elevating 2,250 bus. per hour, or about 12 cars per day. The head-pulley is fitted with Timken roller bearings. A modern man-lift makes the cupola readily accessible.

A Winter truck lift and steel gates increases the speed at which grain may be dumped.

All electrical wiring is in steel conduits as protection from short circuits and fire.

The new office building is of tile, coated with stucco and has concrete floors. Dimensions are 26x16 ft. The two rooms and vault inside are neatly finished. A Fairbanks 10-ton type S scale is provided for weighing.

Construction was begun on the 8th of August by the W. H. Cramer Construction Co. It was finished and put in operation late in September.

The old house was destroyed by fire late on July 25 after running almost 24 hours on the new crop. Cause unknown. Partially covered by insurance. Little salvage was obtained from the 6,000 bus. of wheat and corn in the house at the time.

The old house was of wood with beveled board siding. A gasoline engine operated a shaft running thru five bearings to the leg. These were ordinary babbitted bearings, as also were those on the head pulley. The engine had to carry a pretty heavy load and had given a

little trouble thru its tendency to overheat. These factors combined with the continuous operation of the house are thought to have had some influence in starting the fire.

The office was a part of the elevator and most of the records were lost in the blaze. Among them was the ledger showing accounts receivable. Manager E. W. Nelson remarks that the patrons have been paying up more promptly as a consequence than they would had the records not been lost. The company handles coal and lumber as side-lines.



Farmers' Elevator at Brule, Neb., Is Nearing Completion.

"purchased" for the word "payment," provided we would use a purchase contract to show we actually bought the grain.

A manager thought the storage law was of value because it permitted him to post a copy in his elevator and tell all comers that he dared not and could not store.

PROF. H. E. BABCOCK, general manager of the Co-operative Grange League Federation, Ithaca, N. Y., delivered an address on "Buying Feed and Supplying the Farmer." He described his New England organization for that purpose and the extent of their business. The wholesale organization makes the formulas and their production is jobbed out to mills. The entire capacity of one large mill is used. In his talk the following highlights appeared:

The first consideration of the wholesale buyer is to supply the farmer with what he should have for profitable feeding on his farm. A permanent business can be built up only on quality products.

2nd. Build volume. Probably the most effective method is to hook on someone else's band wagon. Your business added to what they have already created gives economic volume right from the start.

3rd. Loyalty to the organization on the part of its members is essential. Low distributing costs depend on the costs of obtaining orders. Sales effort is a big item.

4th. Keep essential items. Don't overload yourself with stock which will not turn rapidly. Stick to standard, demanded items.

5th. The crank buyer and the crack salesman are big factors in high distributing costs. The crank buyer develops dead stock, the crack salesman overstocks.

6th. Know your line and talk it. The average retail dealer doesn't know how to direct the consumer in the use of his line.

7th. No cases are on record wherein a retailer was able to outbuy a wholesaler. If a wholesaler makes a mistake he moves his stuff rapidly, takes a minimum loss, and recovers. The retailer is not in a position to do that, and serves best by sticking closely to the retail distribution of his products. He has enough to do without the responsibility of trying to pick the low spots in the price range.

8th. It is the province of the wholesale organization to have a sound program, and of the retailer to have a sound line. Your experiment stations and agricultural colleges will prove of great benefit in this connection. Make use of them.

Prof. F. E. Mussehl and Prof. M. L. Flack, of the College of Agriculture at Lincoln, Neb., discussed the "Advantages and Use of Supplemental Feeds." Highlights in their talks were:

Supplemental Feeds.

Prof. F. E. Mussehl: Nebraska is in the heart of the corn belt. Prof. Henry, famous for his studies on Feeds and Feeding, says if someone were to tell us of the wonders of corn we would probably be willing to pay as much as a dollar a kernel.

Corn is the basis of most of our feeding. But it is deficient in proteins and vitamins. For best results it must be supplemented with other products. For this purpose we have the by-products of the flour mills, the packing plants and the cotton industry. From these may be developed complete rations. Among the essentials of a good ration are:

Proteins: These are of vast importance. They are found in milk, meat, bran, cottonseed cake and meal, linseed oil meal. A certain proportion of animal proteins are needed.

Vitamines: Tho recently discovered they have been found of great importance, especially vitamins A, B and D.

Minerals: These are principally found in bone meal and oyster shell for feeding purposes. Calcium carbonate and phosphorous are the most important. About 11% of the products of a hen is calcium carbonate and her requirements must be satisfied for economical production.

A good dry mash mixture now being used profitably in feeding a flock of 2,000 hens at the Agricultural College, is composed of 400 lbs. of corn meal, 250 lbs. shorts, 100 lbs. bran, 100 lbs. meat and bone meal, 90 lbs. alfalfa meal, and 60 lbs. linseed oil meal, in a 1,000-lb. mix. Costs are running between \$18 and \$20 per mix. We use yellow corn meal, this having higher feeding value than white.

Prof. M. L. Flack: Nebraska is fortunate in her quantity and quality of alfalfa hay. Much of the success of dairy cow feeding depends upon the roughage used. Alfalfa reduces the necessary amount of protein supplement.

Prices for animal products are established by other than the farmer. He must keep down his feeding costs if he is to make a profit. The use or disuse of supplements depends on the prices at which they may be obtained.

HARRY A. CUMMINS of Seward, made the following address on the "Manufacturing and Distribution of Commercial Feeds":

Commercial Feeds.

It will be necessary for me to give you a little history of our commercial feed business. When I took charge of the farmers elevator at Seward the grain business was not sufficient to cover overhead and show a profit. This was due to limited territory and grain available. I found three floors and a complete grinding and mixing equipment standing idle. This meant we were in a position to mix feeds without expending any additional capital.

Having attended the University of Nebraska and having several years of practical feeding experience, I appreciated the value of supplementary feeds. With the co-operation of the Board of Directors and two of our local breeders we started building commercial feeds.

Our success was more than anticipated and people inquired about the feed we were furnishing. We started to produce in a commercial way after giving tests on the herds of local breeders.

At first we had hopes of selling only locally but the product continued to sell farther from home and we were not able to handle this business economically without dealers.

Our experience in poultry feed was practically a repetition of our experience with pig meal. We gradually expanded, until we had dealers in practically every town within a radius of 30 miles. Our distribution over the state of Nebraska and the state of Iowa has come largely thru some acquaintance of our own or some one of our customers.

Of course we have advertised as increased sales will not result unless you let the world know about it, tho the major portion of the advertising was voluntary on the part of our users and friends.

The total feed business for 1925, the second year we marketed a commercial feed, was \$11,-828.29. The first 10 months of 1927 our sales were \$57,617.02. This is an increase of approximately 600%.

It is necessary to obtain volume to lower the cost of production as the feed can be manufactured with less labor per ton and places you in a position to buy concentrates at lower prices. We are now buying our products at a larger discount than when we first started, but could accomplish much more if the farmers ass'n would pool its buying power.

In the distribution of supplemental feeds hundreds of thousands of dollars could be saved to the farmers and feeders of the state if their buying power were centralized and advertising reduced to a minimum.

The way supplemental feeds are sold on the market today by house to house canvassing is very expensive. We have found the cost of distribution is largely responsible for excessive costs of commercial feeds.

The differential between local and carlot buying on the other hand has encouraged overbuying in carlots in order to reduce costs. It has been our policy never to oversell a buyer and the logical way to handle feeds is by shipment to a central point and distributing over a reasonable radius from it.

I do not believe that any good commercial feed is bought too high for economical gains compared to the average method of feeding. This is most pronounced in feeding young pigs and poultry.

In building a feed that is equal to any we have no difficulty and have lowered our costs of production, but the big thing is to find an economical way to distribute the products. It takes a long time in the building of supplemental feeds to establish a business and correct the mistakes a person will make on entering the field.

At first it was discouraging to sell in competition with others that made exaggerated claims for their feeds. We have always held to the policy of not claiming more than we knew the feed would produce. We did not recommend mixed feeds under conditions where we were satisfied that some other feed would prove more profitable.

I have known salesmen to recommend their feed to replace milk. I have also known cases wherein the feeder was told by the salesman to take pigs off pasture and feed commercial feed exclusively in dry lots. While such claims are often made without the knowledge of the manufacturer, he is nevertheless responsible for them.

Pig clubs and breeders have enabled us to keep cost records on many hogs and after four years of tests we find that we have a perfectly satisfactory supplement. We are gradually improving our equipment until today we can turn out two cars a day.

The use of commercial feeds is established and they are going to be used more and more as time goes on. Good feeds at a cost that is not prohibitive will stand and inferior feeds will fall.

Our experience has proven that a good commercial feed can be produced by a manufacturer at a cost lower than the farmer can mix it himself. It also has a tendency to encourage supplemental feeds as few feeders are in a position to mix their own or buy in quantities large enough to take advantage of lower prices. We feel that we have been of real service in the economical production of live stock by increasing the use of supplemental feeds in our territory.

Farm grown feeds need a proper protein supplement and the proper mixture of these supplements has proven the most economical feeding in many tests. There is no magic about feeds, but there are few farmers that have the knowledge and facilities properly to mix to best advantage.

The advertising of honest, commercial feed manufacturers has been most valuable aid to experimental stations in disseminating the doctrine of balanced rations. Altho the value of supplementary feeds has been taught and advocated for a long time the fact remains that a very small per cent of the feeders are taking advantage of them. Some advancement has been effected in the past few years and no small share of it is due to the efforts of commercial feed manufacturers.

Mixed feeds should be purchased on the guarantee of the amounts of crude protein, fats and fiber present, rather than on the strength of a fancy brand. The farmer ought to give more attention to the character and reliability of the firm mixing his commercial feeds. Reputable manufacturers have too much invested in equipment and good will to risk what they have built by turning out an inferior product.

The subject of Freight Claims was brought up for discussion.

Railroad Freight Claims.

SEC'Y SHORTHILL: Elevators have made little progress for some years in the business of collecting their freight claims. We should formulate some sort of policy along this line to enable more complete collection on losses in transit.

We have little if any trouble in collecting when a car fails to show a clear record, as when a seal is broken or the records show a leak. When a car shows a clear record difficulties arise. Railroads will not recognize country weights. The most they will do is compromise.

Some of our country weights ought not to be recognized, but there are others that are just as good as those in the terminals. Sufficient proof lies in the number of sales "shippers' weights." Railroads are supposed to deliver what they receive, and if our weights are good we ought to be paid for losses regardless of the records.



M. L. Crandell, Nebraska City, Neb., Pres.-Elect Nebraska Managers Ass'n

It is the duty of this organization to back those members who keep good weights. This is the work of the claim department. With the number of claims we are handling at present we must take the usual 15% for the time, money and effort necessary. If all of our elevators would turn their claims over to us we could develop sufficient volume to reduce this amount.

The question of a coal claim when coal was unloaded over a wagon scale was brought up. It was felt that the wagon scale weights constituted a basis for claim.

Protein.

Whether or not co-operative elevators give the farmers the benefit of the protein content of their wheat was asked. The consensus of opinion showed it impossible for a country elevator man to tell the amount of protein in a farmer's grain. If grain from his territory is bringing a premium in the market he tacks this premium on to the price he pays and the higher price is thus reflected.

The premium brought by protein content depends upon the high or low supply of heavy protein bearing wheat.

Competition between buyers compels the reflection of protein premiums to the farmer.

Smut.

A discussion of smut revealed that over three-fourths of the farmers are using the copper carbonate treatment on their seed for prevention purposes. The treatment is bringing fine results. Many elevators are supplying smut treating machines and power free to the farmers to encourage treatment. Others furnish the copper carbonate, perform the service, and make a charge, usually of 5 cents a bu.

Proper docking for smutty grain has been and will continue the most important factor in getting farmers to take preventive measures. Dockage for rye is helping to reduce the mixture.

By-Laws Amended.

Section 7 of the ass'n's by-laws was amended to permit flexibility in setting the date of the managers' meeting at any point during the regular convention of the parent ass'n.

Election of officers officially accepted the nominations of the morning: M. L. Crandell, Nebraska City, pres.; E. M. Olds, Dorchester, vice-pres.; sec'y of the parent ass'n for sec'y; C. A. Moore, Fairmont, and E. P. Hubbard, Juniata, directors.

Discussion of where to hold the next meeting showed inclination to meet with the parent ass'n at any point selected, but a decided preference was expressed for Omaha, the state's leading market.

Adjourned to 9:30 o'clock Wednesday morning.

Wednesday Morning's Session.

Music by the orchestra from the Grand Island Conservatory of Music, and the auditor's report showing the organization in good financial condition, opened the third session of the Farmers Elevator Ass'n convention.

HON. W. M. JARDINE, sec'y of Agriculture, Washington, D. C., had found the press of official duties made it impossible for him to give his scheduled address. In his place was R. W. Dunlap, his ass't, who read Sec'y Jardine's official speech on "Grain Marketing." This referred to the place of farmers co-operative elevators in the scheme of marketing grain. It is quoted elsewhere in this number.

Officers and directors for the ensuing year were nominated.

PRES. CANADAY, Minden, gave an historical report of the development of the farmers' elevator movement, recalling early conventions and expressing a hope that the organization would see fit to celebrate its quarter-century of service in a suitable fashion at the next annual convention.

Sec'y Shorthill, Omaha, gave his annual report, saying:

Sec'y Shorthill's Report.

More than half the annual meetings of local co-operative institutions are held in January. The annual cut-off is made and the year closed with Dec. 31. This makes it very difficult for the auditors and much harder to take an accurate inventory of merchandise on hand than it would if the cut-off were made on Nov. 30. At this time stocks on hand are at their lowest point and inventories can be made at the least cost. Auditors would have the whole month of December in which to work, which would aid greatly in eliminating the January rush. It wouldn't be necessary for all companies to close their business a year early, just a part of them.

Among the services of your ass'n is its fidelity bond and workman's compensation insurance. The volume of business we handle in this connection is a material factor in reducing the costs to you and permits us to give better service than in any other way. The insurance company assumes the entire burden.

Speculation on the part of managers or employees with or without company funds, in the majority of cases has resulted unsatisfactory, often wrecking the institution permitting it. Board of directors permitting speculation have themselves lost credit with their local banks.

It is not the province of the manager to speculate. Ninety-eight per cent of them can't quit when the market is with them and hang on till the last ditch when reverses come.

Accounting practices among country elevators are beginning to show some improvement. By popular demand we have put on an auditing service and try to render every assistance along this line. Often we encounter difficulties because of poor bookkeeping systems. The proper sort of a system permits full checking of all local business.

Directors should be taking young men on the boards and start breaking them in so that when old heads drop out the new ones will have experience with which to go ahead.

Our business is growing towards concentration of diversified cooperative activities under one head. The increase in volume thru the collecting of activities works to reduce costs. It is the province of the manager to manage. Don't have a \$200 man wasting time doing a \$50 man's work.

A lot of agitators still come into every community to fleece the farmers for what they can get. It is the duty of cooperative institutions to lead their communities against such agitators.

The biggest freight case of history is now before the Interstate Commerce Commission. The general investigation of freight rates instituted by the Hoch-Smith resolution involves 30,000 pages or records, more than 1,000 pages of exhibits and countless data. The I. C. C. has to go over all of it to arrive at a decision. Part of our job is to pick out the arguments for lower rates on grain and maintained spreads between the different grains and keep them before the Commission. We hope the farmers' elevator ass'n's of every state will work with us to this end.

A forward looking program in farm relief demands greater industrial development of the west. The Panama Canal and cheap water rates have worked to keep industry in the East and on the coasts. Profitable industrial employment will create a nearby market for the farmers' products.

Adjourned to 1:30 p. m.

Wednesday Afternoon Session.

The resolutions com'te was appointed at the opening of the fourth session. It was com-

posed of E. M. Olds, Dorchester; M. J. Stoetzel, Roseland, and E. P. Hubbard, Juniata, for the managers; J. R. Morrison, Steve Swingle and W. H. Ahlschroede for the directors, and F. S. Betz, in an advisory capacity.

W. J. KUERT, Associate Agricultural Economist, Division of Cooperative Marketing, Washington, D. C., made an address on the "U. S. Department of Agriculture and Farmers' Elevators." He explained the research, educational and service work of his department and gave the results of studies of business technique and marketing methods of farmers' elevators in the spring wheat states. His address is quoted elsewhere in this number.

The Nebraska Wheat Pool.

Seizing upon the red flag of publicity the Nebraska pool had circulated a shower of copies of the Nebraska Wheat Grower upon the assemblage at the close of the morning session. Liberal use of red ink in a flaming headline declared "Shorthill Challenged to Debate Wheat Pool." Copies of telegrams inviting the pool to send a representative to the convention, who would be fully informed and in a position to give the viewpoint of the pool in handling of wheat, followed, with vitriolic comment and the published refusal of J. W. Brinton, organization director of the Wheat Pool campaign in Nebraska to accept this invitation to speak before a representative group of farmers from all over the state.

In his refusal and challenge Mr. Brinton avoided the issue with the suggested subject, "Resolved, That the Canadian Farmers have a better grain marketing system than the Wheat Farmers in the United States." There was no attempt to justify the Nebraska Wheat Pool, nor any of the pooling projects in this country.

In the absence of a pool representative, Robert Neimoth, Grand Island, a former member of the organization who had been apparently unceremoniously expelled because members expressed a desire to place him on the staff, made a short talk on his experience, declaring:

Neimoth's Expensive Experience.

I am a farmer. I was a pooler until that recent election when over 400 members were unceremoniously suspended.

This is not the first attempt at pooling. Back in 1921 we had the old U. S. Grain Growers' organization, which went to the wall surprisingly fast.

In 1923 a representative of the Nebraska Wheat Growers approached the farmers in my neighborhood with the bright news that former members of the old organization could join the new state organization without payment of the customary membership fee. He said the new organization would perfect the marketing system, that it was the open sesame to better prices and greater profits for every member. He declared that similar organizations had been developed in twelve states and that all would soon be federated in a national American Wheat Growers' Ass'n, a development we never heard of again. I became a member.

I delivered my first crop in October, 1924, and immediately thereupon found that I had lost all control of my wheat and was at the mercy of the pool for my returns. The market

A Group of Kansas City Delegates to Grand Island Convention.



Left to Right: Stanley Cronin, Wm. R. Smith, Jack Leahy, "Nimrod" Ensey (of Omaha), Paul Trower, and Barney J. O'Dowd.

was \$1.26 a bu. at my local station the day of delivery. I was given 75% of its value. In December came another 10 cents a bu. Another payment in March brought it up to \$1.08. Final rebate in July added only 3 cents a bu. Meanwhile the market had gone up to \$1.75. My 1925 crop was delivered in September when the market in Grand Island was at \$1.50. The first payment gave me \$1.10. Final payment in July of 1926 showed a total of only \$1.31. I could have got more on the open market.

When a farmer signs the pooling contract he loses all control of his wheat. The pool gives him only 75% of its value and makes no guarantee that he will be given any more. Under the agreement it is the farmer who gets stuck for a penalty for failure to deliver. The pool holds no responsibility.

Officials of the Nebraska pooling organization have never made an effort to cooperate with the members to obtain the best results. They hang on to their offices and give only what they want.

At the last election we tried to elect a board of directors from the membership. After the election we found that 430 members had been suspended 10 days before and were therefore not entitled to vote. Peculiarly enough the suspensions included every director and official we had tried to elect and many of the voters who had favored them. Thus the old officials were left in charge.

We so-called insurgents held a meeting of our own and elected directors and officials, but so far we have not been recognized.

Deception: The pool has been putting out a lot of propaganda about the difference in prices at Winnipeg and Kansas City, but it has never made mention that freight rates and quality alone are more than enough to make up that difference.

Final payment for the 1926 crop of pooled wheat in Nebraska was made on Aug. 1. To date the pool has given no figures on what its members received but has made extravagant claims regarding the successful operation of the Canadian organization. We never hear the reasons for failure in the various defunct organizations in this country. We were supposed to have 12 state organizations. Now we have only four, and three of them, Kansas, Oklahoma, and Texas, are not functioning. Colorado has given up the ghost and the pool officials there have switched their efforts to beans.

Now the pool is talking about getting 50% of the acreage under contract. It declares the new contract will work successfully. How can it? It is practically no different than the old.

The farmers elevators have always offered a price when a patron had grain to sell. The organization Brinton represents has only offered 75% of a price and would make no guarantees of any more.

Last year the pool had no more than 5% of the wheat under contract. Figures show that 90% of the farmers of the state are opposed to the organization.

E. E. Binfield, from Prosser, another pool member who had suffered expulsion for demanding fair treatment on the part of pool officials, told a similar story. The pool has tried to get an injunction against him to prevent his circulating information regarding his experience. Mr. Binfield said:

Binfield's Experience.

I regret that I cannot extol the virtues of the pool. In the light of my experiences it has no virtues. As a consequence the officials have tried to muzzle me with injunction proceedings. But so far they have not succeeded.

Mr. Neimoth was one of the directors the members sought to elect at the memorable meeting when the officials showed over 400 members had been suspended 10 days before. The showing was done after the election. Today the directorship that rightfully belongs to him is held by Ernest Green, one of the original board.

Directors of the organization try to tell us that the pool now working under the Nebraska law has no relationship with the original pool which started working under the Kansas law. It is a fine distinction. So fine that it can hardly be seen. The same board of directors is still in power. The same kind of contract is still used to bind the members.

In applying for an injunction the pool officials said I have defamed and sought to destroy the organization. I guess in that regard I felt like the young fellow told about in a certain Biblical story. He had been consigned to hell and found it impossible to get out. He didn't like the place, found it very unsatisfactory. So he sought to send a message back to his brothers informing them of its character, and advising them not to come.

Five years should be long enough to try out the hopes for success of almost any project. The pool is still trying out. The sickness has become a lingering and incurable disease.

Farmers have found the pool doesn't pay. Their experience shows losses of practically 40 cents a bu. on wheat that has gone thru the pools' hands.

In the injunction proceedings against me the Judge took occasion to announce that the dismissal of so many members so shortly preceding election at the Hastings meeting did not look good to him.

After the meeting the pool became desperate over its inability to obtain new members. I approached the officials and said "You haven't got my wheat yet. Give me my contract. I don't want to be a member."

But the pool replied, "You joined for five years. We will not release you. You'll have to stay."

I decided that if I had to, ride along with them it would be a rough ride.

In reconsidering the by-laws of the organization I attempted to institute a period wherein members might cancel their contracts if they wished, a sort of an open season for withdrawals. It was decided such consideration should be left until later in the session inasmuch as I was out of order at the time. Before it was possible to bring up the subject a second time, the chairman abruptly arose and declared the meeting adjourned until the following morning.

On the 2nd day of last September we filed with the sec'y of the organization a petition signed by over 300 members of the recognized pool. According to the by-laws a petition on the part of only 10% is sufficient to obtain the meeting. We had many more than enough. But the meeting was not called. These facts were sent to the *Nebraska Farmer*, but that worthy publication failed to publish them, so they were sent to the *World-Herald*.

The pool was misrepresented to me when I joined. From my talks with other poolers the organization is unable to get members without representing. At present there are about 1,960 contracts among members in good standing. This low figure led to the issuance of new contracts with what purports to be adequate safeguards. The safeguards are composed only of a 50% clause regarding the amount of acreage to be contracted before marketing is put into effect.

It is said that old members will be given an opportunity to exchange their present contracts for the new form at the next annual meeting. Many of us are wondering when the next meeting will be held. Will it be when the 50% has been obtained? If so, it is a long way off.

Election of Officers.

Official balloting resulted in the election of the following officers to head the Farmers Elevator Ass'n for the ensuing year. J. S. Canaday, Minden, pres.; J. R. Morrison, Chappell, vice-pres.; J. W. Shorthill, Omaha, sec'y-treas.; E. P. Hubbard, Juniata, and S. G. Manning, Exeter, directors.

F. S. BETZ, Chicago, told the delegates about the advantages farmers secure thru their co-operative elevators and the possibilities for improvement.

The Pool Challenge.

J. W. SHORTHILL was called upon to tell about the pool. He remarked:

The question of whether or not we shall accept the so-called challenge by Mr. Brinton is a question for our directors to decide. We sent two telegrams to the pool organization asking that they send a representative to talk before the representative group of farmers we have here. We sought an explanation of their activities and purposes for the sake of our farmers.

We get an answer from the Wheat Pool Campaign and a challenge from Mr. Brinton, its organization director, inviting debate before farmers at various points in the state. If we read correctly between the lines of Mr. Brinton's letter we cannot help, but see his poor attempt to avoid the issue. We are not concerned with Canada. We want to know about Nebraska.

The facts in the matter are these: Efforts to compare Canadian prices for wheat with those in U. S. are meaningless. The classes of grain are different. Canadian wheat is better and its grades are higher and its movement immediately follows harvest. Prices are based on delivery at lake-port.

Here we have many different classes and varieties of wheat. Instead of being exported most of our wheat is consumed at home. We have tariff protection. We have prices based on delivery at terminal points. A much greater figure is taken from the price in Canada to cover freight and handling costs than is taken in the United States.

Mr. Brinton gives considerable publicity to Canadian prices. He states that at the time the Canadian pool started operating the Winnipeg market was 17 cents under Minneapolis. He further infers that the operation of the pool raised it 30 cents over Minneapolis within 9 months from commencement of its selling activities in 1923. The records show that at no time since 1916 has the Winnipeg market been more than 12 cents over Minneapolis.

Weighted averages as given in the 1926 Agricultural Year Book, show that during 1923 Winnipeg was 17 cents under Minneapolis; 1924, 10 cents over; 1925, 10 cents under. The

straight average for the first 6 months of 1926, the only figures obtainable, show Winnipeg 6 cents under Minneapolis. Does that look like the pool influenced the relationship?

The price on Canadian wheat is determined by world conditions. Canada is strictly on an export basis. It is questionable whether any power can raise the level of prices under such circumstances and sell in competition with wheat from other countries. Records in this country show the pools have never handled more than 5% of the total wheat raised. It is ridiculous to expect that to influence the price.

In seven out of the past 18 years the Winnipeg market has been over Minneapolis. Only one of those has come since the pool has been operating. The remainder were before the war.

Figures on the 1925-26 crop show the average on all grades in Canada to be \$1.47 cents, delivered at the lake-port. The average for the Nebraska farmers in the same period was \$1.43, delivered at the primary terminal.

The pool claims to have the sanction and approval of Sec'y Jardine. In the Sec'y's written address which we heard this morning you will recall his stating he wants it "clearly understood that altho the Department believes in the possibilities in the centralized selling of grain, it is not on record as approving any particular organization for co-operative centralization."

The trouble with these pooling organizations is that they are constantly trying to do what has already been done. They are trying to obtain a higher price by marketing their wheat thru the same channels while being burdened with heavier handling costs. They are trying to organize the farmers for co-operative marketing when the farmers already have their own co-operative companies.

It is said that the farmers could well take a page from the history of big business for successful operation of their farms and marketing. I took occasion to write to Sec'y Hoover to find out how big business worked along our line. He referred me to the American Provisions Export Co. My subsequent investigation revealed that this is composed of many individual packers for which the export company does the selling. Each member company is entitled to one vote. None are bound by contracts. There is no agreement and no penalty attached if a packer wishes to sell outside the organization. He turns only that part of his production to the body which he wishes. At the end of the year each member is billed for a proportionate share of the expense. The organization is purely voluntary and has no trouble in holding its members.

That is a pooling accomplishment in big business. Compare with it the way the wheat pooler works.

Adjourned to 9:30 Thursday morning.

Thursday Morning Session.

Upon the opening of the fifth session Sec'y Shorthill read a letter composed and signed by the directors of the Farmers Elevator Ass'n in answer to the challenge of J. W. Brinton of the Wheat Pool Campaign. This accepted the challenge, but declared it would not tolerate Brinton's attempt to avoid the issue. The Ass'n is concerned with what the pool has done for the Nebraska farmers.

PRES. CANADAY regretted the carelessness of the Nebraska blue sky department in failing to investigate co-operative projects as well as others. Such investigation is needed for the protection of the farmers.

SEC'Y SHORTHILL discussed legislative matters before the ass'n, saying:

Legislative Matters.

While it is impossible for us to cover everything that comes to our attention, we try to concentrate on the major affairs that arise in the interests of the co-operative elevators.

In our present legislative program we are bending every effort to the development of waterways. This is a primary factor in farm relief since it will work to lower freight rates by water transportation and by giving the railroads competition, and will aid in bringing industry westward.

The import duty of 15 cents on corn is too low. We want it raised to the limit of 22½ cents a bu. This country raises more than enough corn for its own needs. Yet American farmers are forced to suffer the competition of cheap Argentine corn brought to our ports at low rates by ships willing to take it for hardly more than ballast. This scales the present tariff wall, and works in some measure to lower the price of domestic corn. We don't need that corn and it is a waste of good transportation to bring it here.

Joint Rates: Nebraska has no joint rates between railroads, which works to disadvantage in the interior movement of grains. We are seeking such a joint arrangement and lower rates to Missouri River points with the present spread maintained between the different grains. Favorable rates are important in building up communities.

Our problem is not how to raise more grain but how to find the best market for what we grow. For this reason we criticize our Government's reclamation policy. We don't need to develop new territory at the present time and the policy ought to be contracted until it is needed.

If every farmer's elevator in the state would take membership in their ass'n it would never be necessary to seek contributions for the work we are doing. The \$30 dues from each member would be sufficient to meet all needs. More important than contributed financial aid is the aid of members in obtaining new members.

MR. BETZ: A program is coming whereby all surplus corn can be manufactured into corn sugar. This will have a beneficial effect on the price of corn. We should urge Congress to lift the present ban on corn sugar.

Congress is still discussing substitution for the metric system for our present weights and measures. You should consider the cost of such a move should it be slipped over on you. Think of the immense scrapping of machinery, and equipment, and the immense difficulty of interpreting our property boundaries in limitless numbers of infinitesimal fractions.

Corn Tariff.

A motion was made and carried that inasmuch as our present duty is insufficient protection against corn being imported, the Ass'n should go on record as demanding the duty be raised to the limit. The Sec'y was instructed to draft a resolution to that effect.

Government Crop Report.

Due largely to its influence as a bear factor in the market this year several managers felt the Government Crop Report was undesirable and should be discontinued. But the majority believed that the bear factor was a consequence of conditions and not a fault of the report. While this year it has been a bear factor, next year it may be a bull.

SEC'Y SHORTHILL said: Every safeguard is used to prevent advance leakage of information contained in the report. When the figures come in the compilers are locked in a room and are afforded no opportunity to get out until the compilation is completed and the report issued.

Blue Sky Laws.

A motion was made and passed to the effect that co-operative organizations, if truly co-operative, should not be excepted from the investigation department of the state government. Rather they needed the protection and supervision afforded by that department. Under the present program too many shady projects are permitted to slip thru under the co-operative cloak. Every sound co-operative proposition should be proud to have the endorsement of the state. Sec'y Shorthill was instructed to write a resolution into the records accordingly.

The Resolutions Com'te reported the following resolutions, which were unanimously adopted:

Resolutions.

We, the Farmers Grain Dealers Ass'n of Nebraska, Co-operative, assembled in Grand Island in its 25th annual convention, do hereby resolve:

WATERWAY DEVELOPMENT.

That we respectfully urge our representatives in Congress to give their unqualified support to the Waterway Program contemplated by Sec'y Hoover of the Department of Commerce to the end that a complete system of waterway transportation may be effected thru the Great Lakes and the Mississippi River from the Gulf of St. Lawrence to the Gulf of Mexico and that a copy of this resolution be sent to each of our Representatives and Senators in Congress.

COLLECTIVE BUYING.

That we recommend the establishment of a state agency for the collective buying for the farmers elevators of the state, of feed and coal and such other commodities as may be determined to be of advantage to handle thru such an agency.

We further urge the farmers elevator companies to recognize the changing conditions in agriculture and meet them with the handling of the requirements of the farm to take the place of diminishing grain shipments.

SEC'Y SHORTHILL.

That we especially commend the outstanding

efficient services of Sec'y Shorthill during the past year. He has not only been active and aggressive in his efforts, but has established for himself a national reputation for the superior accomplishments he has effected and that we endorse the recommendation made by the National Ass'n to President Coolidge that he be appointed to a vacancy occurring on the Interstate Commerce Commission. While we would regret to lose his services as sec'y of our ass'n, yet we feel that if called to this larger field of activities his sphere of influence and service for the farmers of Nebraska and the central west would be largely increased.

TERMINAL SERVICES.

In view of the fact that there has been an alarming increase in the volume of hogs consigned or sold direct to packers and in view of the fact that there is still destructive criticism of our terminal markets for grain and live stock, much of which is entirely unwarranted, we recommend that producers of live stock give very careful study to the policy of selling, or consigning direct to packers and the possibility that exists in these direct sales or consignments for depressing prices on the central markets, and that careful consideration be given to the services rendered at terminal markets for marketing grain and live stock and to the value of these market places as facilities for determining proper prices for grain and live stock under competitive conditions.

25th Anniversary.

A motion was made and passed that the officers should immediately start preparations and urging attendance at a big celebration and real farmers banquet to be held at the next convention in Omaha, commemorating the quarter-century of service given its members by the Ass'n.

Adjourned *sine die*.

Convention Notes.

H. R. Miller represented the Richardson Scale Co.

A grain cleaning machine was on exhibit by T. G. Lewis and H. C. Madole.

St. Joseph was represented by E. C. Roberts, G. C. Belton, and H. B. Hall.

Two bell-hops worried themselves hoarse paiging Mr. Maize and Mr. Speltz.

Many of the delegates took advantage of a dance on Wednesday nite. No casualties.

Colorado sent E. P. Wingate of Denver, L. L. Yowell and Desco Blunt of Amherst, and Geo. Drescher of Peetz.

Ira J. Herring represented the Kewanee Implement Co., distributing information about the Kewanee truck lift.

A. P. Winter was in charge of an exhibit of the Winters Head Drive, manufactured by the Clow-Winter Manufacturing Co.

W. H. Cramer, F. C. Bailey, E. H. Cramer, G. O. Greenway, and W. C. Bailey represented the elevator building and supply trade.

In the Kansas City delegation were M. C. Bruce, F. H. Callen of Shannon Grain Co., Harry E. Dixon of Updike Grain Corp., L. M. Hicks, Bob Murphy, Bob Owens, and C. R. Sexson of Scoular-Bishop Grain Co.

The Hastings delegation included W. A. Howard, Wm. R. Smith, Tom Dunn, R. T. Browne, Leo Crowley, W. C. Fisher, C. L. Lyons, of Uhlmann Grain Co., and R. L. Holyoke of Davis-Noland-Merrill Grain Co.

SOUVENIRS included, "Buddy" handy memo books distributed by the John W. Redick Co. Large pencils by representatives of Butler-Welsh Grain Co. Comb and nail-file sets by Crowell Elevator Co. Imitation leather cases containing a mirror, a nail-file and a comb by Kearney Flour Mills.

Omaha was represented by John C. Ackerman, F. C. Bell of Updike Grain Corp., R. R. Becker of Crowell Elevator Co., Edw. L. Cahill, Harry R. Clark, W. D. Hart, B. O. Holmquist, Geo. C. Johnson, A. McKinley, W. J. Powell, Bob Scoular of Scoular-Bishop Grain Co., R. J. Southard, James Trimble, and L. J. Zender.

Among the managers present were Sam Allen, Pleasantdale; H. R. Armuth, Dalton; Albert Anderson, Ragan; N. F. Anderson, Wood River; J. H. Augustine, Kenesaw; G. C. Bartell, Gurley; C. M. Bloom, Loomis; August Blixt, Arnold; J. E. Bailey, Overton; Jake Bornschlegel, Ohioa; H. W. Busch, Utica; Frank Bannand, Strang; C. L. Bartlett, Chappell;

R. Cole, Mt. Clare; A. T. Carleson, Axtell; M. L. Crandell, Nebraska City; C. E. Coffey, Phillips; Harry Cummins, Seward; Frank Chaplin, McCool Junction; W. A. Carmine, Polk; F. V. Daniel, Denton; A. H. Deines, Clay Center; W. D. Ely, Stockholm; W. C. Evans, Tecumseh; Roy E. Fox, Thayer; C. L. Frack, Holbrook; C. E. Finstrom, Bushnell; G. B. Granger, Norman; Frank Gappa, Cotesfield; Roger Gorman, Merna; H. H. Geiss, Beaver Crossing; A. F. Hein, Chapman; M. A. Hostrup, Scribner; O. H. Haskins, Murphy; H. G. Heintz, Doniphan; E. P. Hubbard, Juniata; Theo. Holzapple, Anan; F. E. Hansen, Aurora; L. J. Hohnstein, Emerald; P. J. Hohnstein, Giltner; E. A. Hockman, Hastings; N. V. Kuhl, Memphis; J. S. Lawrie, Stromsburg; Harry Larson, Hampton; B. K. Leth, Elba;

Geo. W. Myers, Big Springs; H. Magnussen, Hadar; L. E. Manasil, Midway (Farwell P. O.); C. A. Moore, Fairmont; W. B. McMullin, Benedict; S. G. Manning, Exeter; S. J. Micek, Duncan; J. R. Nation, Colon; Walter Nelson, Holstein; L. E. Nelson, Motala (Minden P. O.); H. C. Orbin, Marquette; Albert Oakley, Verona; E. M. Olds, Dorchester; L. J. Punchacker, St. Paul; H. J. Pholmer, Lawrence; E. L. Peterson, Bertrand; M. S. Pierson, Osceola; G. W. Powell, Shickley; Anstar Peterson, Dannebrog; Rudolph Peltz, Glenwood; A. E. Pierson, Durant; G. F. Placke, St. Libory;

O. C. Reichwein, Surprise; M. L. Robb, Raymond; C. O. Rodine, Hordville; D. Rouf, Humphrey; C. R. Reimer, Malmo; Geo. Rasmussen, Dannebrog; Geo. Rydlund, Funk;

M. J. Stoetzel, Roseland; E. O. Stone, St. Mary; John Schultz, Gresham; A. Sigwing, McCook; O. C. Smith, Keene; Ray Tesell, Plrth; H. Thuloweit, Hoag; M. A. Tveverson, Weston; A. Taedter, Ayr; Leo. Urban, Belwood; S. G. Vanskike, Scotia; F. F. Walters, Lindsay; H. E. Watts, Primrose; F. L. West, Clarks; Elmer Wright, Kennard; H. W. Wilson, Agnew; V. C. Wilson, Holdredge.

Iowa Dealers Rout County Agents.

The Iowa grain trade is promoting legislation to clip the merchandising practices of county agents.

In rare instances only are county agents clothed with the authority to buy, sell, handle or deal in merchandise in direct competition with established dealers.

County agents have taken on collective buying, in most instances, because they were able to justify their existence in no other way than to save their farmer-supporters an insignificant fraction on quantity purchases. And at that the savings probably rarely exceeded the salary regularly donated per farmer.

Can Credit Extension Be Eliminated?

In time past, everything except an occasional rain has moved out of the east towards the west. Even the pioneers of the country did that. Culture, education, vogues and modes, customs, conventionalities, practices and business developments are all credited with originating in New England.

From reports, the trend of the wave of a "cash-only" basis of business conduct seems to be splashing its way slowly but surely in the beaten path, from east to west. First parts of the New England grain trade adopted the practice, thru district, state and regional groups. Then New York state and Pennsylvania followed. The movement divided, carrying on down the Blue Ridge and across the Corn Belt respectively.

Two years ago district meetings of Ohio grain dealers seriously considered the adoption of the practice, tho the expression at that time was not unanimous. Today the mental attitude in the Buckeye state, particularly among the Miami Valley group, strongly favors an absolute cash-basis policy. Regular monthly meetings were again inaugurated this fall, and there is a growing probability that such a policy may sometime be adopted.

Bankers are in the business of lending money; that's their affair, so why infringe on their field? Extending unlimited credit has encouraged some bankers to promote another grain elevator. Would you rather let the banker lend the money or have another competitor?

So it is extremely conservative to predict that before long Ohio grain dealers will be conducting their side-line business on a strictly cash basis.

Roller Bearings in New South Dakota Elevator

The rich soil of Corson County, South Dakota, affords a substantial basis for the provision of generous handling facilities for its crops. Within a few miles of the North Dakota line the town of Watauga on the C., M. & St. P. gives a good location for the new cribbed elevator of the Watauga Equity Exchange, which is shown in the engraving herewith.

The new house replaces one that was burned a year ago; and attention was given to fire prevention in the new structure. The walls are metal covered, the roofs having mineralized roofing. A full set of fire extinguishers has been provided. A fireproof door was used in the construction of the 6x8 ft. vault built in the office with 10-inch walls.

The house is 31x32 ft., cribbed 22 ft., with 2x6, and 32 ft. with 2x4, and 5 ft. higher on center walls, and contains 15 bins of 37,000 bus. capacity. The driveway is 14x38 ft., and office 14x24 ft. Slab foundation was used in this construction.

Up-to-date machinery was installed, including two 5-h.p. Fairbanks-Morse Type "EH" enclosed motors, which drive the double leg, and one 3-h.p. type "EH," which is used to drive an Emerson 3 Unit Cleaner, and a 2-h.p. runs the compressor for the Strong-Scott Air Dump. The dump scale is a Fairbanks 10-ton 16x8 ft., and a 50-bu. hopper scale is used for weighing out. Cast iron turnheads and telescoping spouts are used to distribute on the work floor, and an 18-duct double distributing spout is used in cupola. Beyl roller bearings, equipped with Hyatt races, are used thruout. The cups are Minneapolis "V."

The elevator, which is one of the best in the state, was erected by the L. D. Wait Co.

Kansas-Nebraska-Colorado Get New Export Rates.

Effective Dec. 4, new grain and grain products rates from Kansas, Nebraska and Colorado to Gulf Ports for export will go into effect.

While the Interstate Commerce Commission ordered these new rates earlier this month as the result of investigations recently completed, the carriers had to have more time to adjust their tariffs in compliance with the decision of the Commission.

Too Many Cooks.

A Central Nebraska elevator changed managers recently. The old one lost several thousand dollars during the past season, altho it was a good season.

When the auditors arrived they experienced difficulty in determining the financial status of the company. Tho supplied with every kind of book and form necessary for the compilation of complete records the company sadly lacked an organized system. Most of the bookkeeping was done on sales slips filed on spindles and hooks.

When a patron came in to settle his account the operator asked him how much it was and gave him a receipt rather than try to find his bills in the accumulated mass of sales slips.

The company handled various sidelines from salt, posts, fencing, coal, feed to and including farm machinery.

The directors were intensely interested in the progress of their organization. So interested that they would promiscuously wait on the trade and make no record of their transactions.

The manager was a good fellow with a reputation for fair dealing, but he couldn't cope with the ravages of so many bosses. They interfered with his buying and hampered his selling.

But he didn't have courage enough to tell them to "go to hell," and run the place himself. So they fired him and got a new manager, who will run the business or let the directors wreck it.

Pool Members Must Borrow or Buy on Credit.

The Manitoba Pool recently announced that during the crop year 1926-27 it handled 16,000 actual assignments, given by members on deferred payments, in addition to various instructions from members to make payments for them. The total membership claimed for the Manitoba Pool is only a little over 19,000. In some cases one member might send in more than one assignment a year, but making all allowances of this kind it is evident that the great proportion of Pool members cannot finance on the cash payments as made under the Pool system.

The claim of the Pool has been that under its system money was distributed as the farmers needed it, and it is often further claimed that Pool farmers have been put in the very favorable position of being able to finance this year's operations on last year's money. It is evident that both these claims are entirely unfounded. The farmers cannot finance on the Pool payments, but must borrow against them either from merchants or from the banks. Why, then, should the Pool hold back money to artificially arranged periods, and put the whole country to the trouble of all this elaborate system of borrowings and assignments?

Know Your Territory.

One dealer in eastern Colorado has gone a step farther than most of his immediate competitors in his grain buying. His operations are based on a thoro understanding of his community. As a consequence he obtains a large share of the available business and has been able to avoid many serious losses resulting from extension of credit to poor risks.

Judicious inquiry enables him to find out how much grain is back in the country to move at all times. He has developed and uses a method of approach for this purpose. Most of the questioning is done when a farmer delivers his first run and a retentive memory files the answers away for future reference.

Personal acquaintance with all his patrons enables him to classify the answers and obtain an accurate estimate.

While it is undoubtedly true that the banking business should be left to the bankers, it is equally true that what a grain dealer knows about banking and bankers' methods can be turned to decided advantage.

This dealer makes it a point to investigate the financial condition of each possible patron in his territory. He tries to know their holdings almost as well as they do themselves. Consequently he knows when he may extend credit without serious risk, and obtain future business by extending the helping hand at critical periods.

Many dealers learn to know their patrons thru the costly school of experience. This dealer makes an effort to learn without taking the experience. A greater measure of success results.

"Shooting at the blackboard" is less hazardous if actual cash profits from country elevator operation are posted for margins.

Officers of the Farmers National Grain Dealers Ass'n elected at the recent annual meeting were: M. P. Hill, Francesville, Ind., pres.; Paul E. Peeler, Elk City, Okla., vice-pres., and J. W. Shorthill, Omaha, Neb., sec'y.

A great many Nebraska dealers handled a huge volume of wheat this year without making a dime. The wheat was wet and took heavy discounts at terminals. So they started buying ear corn at 80 pounds to the bushel. Have to make some money somewhere. What are you doing about corn?



37,000-Bushel Cribbed Elevator at Watauga, S. D.

Industrial Traffic League Working for Improved Shipping Conditions

The 21st annual meeting of the National Industrial Traffic League was called to order in the Palmer House, at Chicago, at 10:15 a. m., Nov. 16, by Pres. C. E. Childe, who is manager of the traffic bureau of the Omaha Chamber of Commerce, with more than 200 members and visitors present.

W. C. THOMPSON, pres. of the Canadian Traffic League, who happened to be present, was asked by Mr. Childe to address the meeting. He said: Our membership is now 142, having risen 50 per cent since my last visit to you. I invite you to attend the annual meeting of the Canadian League at Montreal Jan. 20.

JOS. H. BEEK, executive sec'y, Chicago, read his report, stating that the executive committee prior to this meeting had held two full days' sessions. "We have had 15 applications for membership and 16 have resigned, not because of any dissatisfaction with the League but on account of consolidations.

"The next annual meeting of the League will probably be held at the Waldorf-Astoria Hotel, New York, the week of Nov. 19."

Pres. Childe named the nominating committee, and the meeting proceeded to consider the reports of standing committees, of which the League has over thirty, each handling a matter of considerable importance. In most cases, after reading, the reports were referred back to the committees for further action, the principal division of opinion occurring on the second day, over the report of the committee on rail and water competition, as to whether or not the rail carriers should be given greater latitude under the Fourth Section of the Interstate Commerce Act to meet competition of the water carriers. This has reference particularly to the Panama Canal and rates from the Mississippi Valley to the Pacific Coast by rail.

Rail and Water Competition.

MR. CHILDE, chairman of the committee, read the following:

Generally speaking no tolls or charges are assessed for the use of waterway facilities constructed by our government. Tolls assessed on traffic through the Panama Canal are an exception to this rule. The Panama Canal has cost the government nearly 500 million dollars. For accounting purposes, the government carries 275 million dollars as investment chargeable to commercial use; the remainder is charged to national defense as a military expenditure. Two hundred seventy-five million dollars is a very conservative sum to use as representing the government's investment in the Canal for commercial purposes. Tolls are charged on all freight moving through the Canal whether in domestic or foreign commerce. Present tolls of \$1.20 per net vessel ton (40% less on vessels in ballast) were fixed in 1912, when the Canal was opened, to meet the rate through the Suez Canal which was then \$1.20 per ton. Since 1912 the Suez tolls have been increased. They are at present, for loaded tonnage, 7.25 gold francs or \$1.40 per ton. The Panama Canal tolls are now yielding a rate to our government above operating expenses, after certain deductions for depreciation, etc., of between \$10,000,000 and \$15,000,000 annually or about 4 per cent, if 275 million dollars be considered the investment. Prior to the fiscal year 1925, however, the Canal fell short more than \$70,000,000 of yielding 4% annual return on the investment in excess of operating expenses.

Your Committee believes it is fair that Panama Canal tolls should be increased to a basis which will pay operating expenses and amortize the investment within a reasonable period of time without interfering with or unduly burdening the traffic moving thru the Canal, and recommends that the League go on record as favoring legislation to that end.

Your Committee believes it is fair as a general principle that where practicable there should be some charge for the use of facilities provided for water carriers but recognizes great difficulties in the way of carrying out such a general policy. We are unable to suggest a

plan, but believe that eventually some form of tax will have to be devised to meet the situation.

Your Committee does not believe government regulation of common carriers by water is advisable. Conditions surrounding water transportation are widely different than those connected with transportation by rail. There is nothing monopolistic in the carrying of freight by water. It is naturally a highly competitive business conducted in small flexible units in which freedom of contract and movement are essential to successful and economical operation. Common carriers by water must compete with private carriers which are not subject to regulation. On our inland waterways regulation might seriously hamper development during pioneering stages. Our coastal and intercoastal commerce are related to foreign trade. It is questionable whether the public would get any substantial benefit out of regulation of water carriers.

Your Committee believes, however, that to encourage full and free competition between rail and water commerce, rail carriers should be given greater latitude under the Fourth Section of the Interstate Commerce Act to meet competition of water carriers so that in cases where it may be determined by the Interstate Commerce Commission to be in the public interest and beneficial to rail traffic and not destructive or unduly disadvantageous to commerce by water, common carriers by rail be allowed to make competitive rates from and to points where water competition exists without regard to rates at intermediate points upon their lines where such water competition does not exist; and recommends that the Legislative Committee of the League be requested to prepare and submit for future consideration a proposed amendment to the Fourth Section with that end in view.

W. R. SCOTT, Kansas City, Mo., chairman of the B/L Committee, read his report and was instructed to negotiate with the carriers, or to go before the Commission on the "no recourse" clause and the changing of the B/L to conform to the Newton bill.

Following is part of the revision proposed by counsel for the carriers:

If the consignor shall execute the No Recourse Request on the face hereof, and if said property shall be delivered without collection of all such charges, the consignor shall not be liable for such charges; provided, however, that if said property shall be delivered to the consignee and at the destination herein named, and if, prior to delivery thereof, such consignee shall notify the delivering carrier that he is an agent only and has no beneficial title in the shipment, then the consignor shall be liable for such charges.

A consignee other than the shipper or consignor shall not be liable for such charges (beyond those billed against him at the time of delivery) which may be found to be due after the property has been delivered to him if (a) he is an agent only and has no beneficial title in the property, and (b) prior to delivery of said property has notified the delivering carrier in writing of the fact of such agency and absence of beneficial title, and, in the case of a shipment reconsigning or diverted to a point other than that specified in the original bill of lading, has also notified the delivering carrier in writing of the name and address of the beneficial owner of said property. If the consignee gives to the carrier erroneous information as to who the beneficial owner is, such consignee shall himself be liable for such additional charges, notwithstanding the foregoing provisions hereof.

Nothing herein shall limit the right of the carrier to require at time of shipment the prepayment or guarantee of the charges. If upon inspection it is ascertained that the articles shipped are not those described in this bill of lading, the freight charges must be paid upon the articles actually shipped.

As to the no recourse clause the advice of Counsel for the League was sought, and Luther M. Walter rendered the following opinion:

"The carrier has no right to decline to accept B/L tendered by the shipper upon which the shipper has executed the 'No Recourse' Clause. The bill of lading authorizes the inclusion of this clause. The carrier is obligated to accept a B/L with a shipper's signature attached to the clause as provided in the form. It is then up to the carrier to collect its charges, if they are prepaid, as provided for in the tariffs. If it does not do so, it must look elsewhere for the charges."

In its report to the Executive Committee at its meeting Nov. 15 and 16, 1926, your Committee said:

"Your Committee believes, in view of Counsel's opinion, that shippers have a right to insist upon the execution of such B/L and that as a practical matter there is just the same reason for a 'No Recourse' Clause on prepaid shipments as upon collect shipments."

The above portion of the report of your Committee was approved by the Executive Committee, and, after a rather exhaustive discussion at the meeting of the members on Nov. 17, 1926, it was also approved by the members, with the additional proviso that the B/L Committee be instructed to take the subject up with the Interstate Commerce Commission to secure an interpretation.

Your Committee directed the Executive Secretary to take the matter up with the Chairman of the Interstate Commerce Commission. The Chairman of the Interstate Commerce Commission stated that if the carriers were refusing to execute B/L upon which the consignor had prepaid the freight charges in whole or in part and had also executed the "No Recourse" Clause, and the carriers refused to execute such B/L basing their refusal upon what they regarded as their legal rights, it was a question for the courts to determine the right of the parties, rather than the Commission.

On March 31 there was a conference between your B/L Committee and the B/L Committee of the carriers to consider this subject, but no agreement was reached.

H. A. FELTUS, Minneapolis, Minn., spoke in favor of the report of the committee recommending amendment of the Interstate Commerce Act to allow rail carriers to meet water competition. The report of the committee was adopted, which leaves it to the Legislative Committee to prepare and submit for future consideration a proposed amendment to the Fourth Section.

The convention approved the following recommendations by the Diversion and Reconsignment Committee:

Proposed Change in Paragraph (a)—Note (1) of Rule 16.

This paragraph now reads as follows:

"(a) If B/L or indemnity bond or other satisfactory assurance in lieu of the original B/L is surrendered in time to permit instructions to be transmitted so as to reach yard employees at destination between time of arrival of car at destination and the expiration of 24 hours after the first 7:00 a. m. after the day on which notice of arrival is sent or given to the consignee or party entitled to receive same, two dollars and seventy cents (\$2.70) per car."

Your Committee approved the elimination "plus diversion or reconsignment charges," but objects to the insertion of the words "local, not proportional or reshipping" for the reasons we objected to the insertion of these words to proposed changes in Rule 12 mentioned above. Your Committee recommends that this matter be referred to R. V. Pitt of the Interstate Commerce Commission because of its relation to changes in Rule 12, which are to be submitted to Mr. Pitt.

Carriers propose to change this paragraph to read as follows:

"If B/L or indemnity bond or other satisfactory assurance in lieu of the original B/L is surrendered in time to permit instructions to be transmitted so as to reach yard employees at destination prior to the expiration of 24 hours after the first 7:00 a. m. after the day on which notice of arrival is sent or given to the consignee or party entitled to receive same, \$..... per car."

This change is proposed so as to bring the wording of this paragraph in line with the wording of Rule 11 and to clarify this paragraph of Rule 16 with respect to its application on cars on which the order-notify B/L is surrendered prior to arrival of car at destination. Your Committee recommends approval of this proposed change.

Consolidation of railroads evoked considerable discussion when the report of the legislative committee by R. C. Fulbright was taken up, with minor change, as follows:

At the last annual meeting the League reiterated its position in advocating a repeal of that portion of the statute which provides for a fixed plan for consolidation of railroads and advocated the provision of adequate legislative machinery to cover future consolidations under the jurisdiction of the Interstate Commerce Commission when found to be in the public interest and not substantially restrictive of competition. We expressed general sentiment in favor of a bill then pending in Congress known as the Parker Bill (H. R. 11212) subject to certain changes to be made therein. Hearings were held on the measure at the last session of Congress but no legislation was accomplished. While not entirely in accord with all provisions of the Bill your Committee appeared in support of it in order to get some character of legislation through which would relieve us from the situation existing under the present

law. During the course of the session another Bill was introduced being H. R. 17403, which was a redraft of the Parker Bill. Your Com'te has further considered the subject in the light of the developments since the last meeting of the League and recommends that the League actively support a bill along the lines of the Parker Bill, provided that the same shall contain a provision giving recognition to the necessity of preserving existing carrier competition as far as practicable and, provided further, that the bill does not contain a declaration that it is the policy of the law to bring about consolidations. It is our understanding that such a bill will be introduced at the beginning of the coming session of Congress and it is hoped that it will have the support of carrier and shipper interests as well as that of railroad regulatory bodies.

J. S. BROWN, Chicago, manager of the Transportation Department of the Board of Trade, suggested the change which was adopted, by inserting the word "existing" in the phrase "necessity of preserving existing carrier competition."

P. M. HANSON, of Granite City, Ill., who has been a booster of the League since its inception, and bears the honorary title of sergeant-at-arms, was presented with a watch and Mrs. Hanson with a silver bowl, Geo. A. Blair making the presentation speech, at the banquet.

Mr. Hanson as chairman of the membership com'te, reported a gain of 1 member, the total membership being 917.

The new board of directors, composed of 125 members, elected the following executive com'te: J. M. Belleville, W. H. Chandler, F. T. Bentley, G. A. Blair, G. L. Cory, P. M. Hanson, J. P. Haynes, F. E. Paulson, F. M. Renshaw, P. M. Ripley, R. C. Ross, M. H. Strothman, A. F. Vandergrift, H. J. Wagner and H. C. Wilson. Last year's officers were re-elected, as follows: C. E. Childe, Omaha, pres.; W. H. Day, Boston, vice pres.; Edwin C. Wilmore, Chicago, treas.

At the annual banquet on the evening of Nov. 16, Congressman Walter H. Newton, of Minnesota, who is a member of the House com'te on interstate and foreign commerce enumerated the following four changes in the Interstate Commerce Act which his sub-com'te would recommend:

Change of policy by the government in regard to railroad consolidations, eliminating federal compulsion. Under a "permissive" plan, congress would authorize the interstate commerce commission to approve consolidations after tests to determine if such fusions are in the public interest, insure competition in service, efficiency, economy and do not interfere with well balanced operation.

The repeal of section 15 A of the interstate commerce act, providing for the recapture of the earnings of carriers over 5% per cent in specified rail groups. The effect of this law has been a "penalty on efficiency of management," as surplus earnings were loaned to competing railroads which were less prosperous. The effect of the existing law has been to make the interstate commerce commission a guardian of all the roads, crushing initiative in railroad management."

To restrict the power of the interstate commerce commission in fixing both minimum and maximum rates for railroads, on the ground that the commission has made too free a use of its powers in this respect, particularly with regard to minimum rate scales.

To oblige objectors and not the carrier to furnish the burden of proof in cases where railroads propose to establish lower rates, on the ground that—providing competition in ser-

vice is maintained—it "is an unwarranted interference with the managerial powers of the roads" to refuse rate reductions.

"The policy of the government will be to extend the barge service into the Illinois River and other tributaries of the Mississippi as soon as those tributaries are navigable," he said. "The government has already made known that it will dispose of the barge lines to private interest as soon as they are sufficiently developed."

Among the Large Attendance were Representatives of Grain and Milling Interests: Chas. J. Austin, rep. New York Produce Exchange; A. B. Ayers, Cream of Wheat Co., Minneapolis, Minn.; Walter C. Beaven, Millers Traffic Com'te, Buffalo, N. Y.; J. L. Bowlsby, Chamber of Commerce, Milwaukee, Wis.; John W. Bingham, Corn Products Refining Co., Chicago, Ill.; J. S. Brown, Board of Trade, Chicago, Ill.; T. C. Burwell, A. E. Staley Mfg. Co., Decatur, Ill.; E. P. Costello, Merchants Exchange, St. Louis, Mo.; W. H. Day, Chamber of Commerce, Boston, Mass.; R. M. Field, American Feed Manufacturers Ass'n, Peoria, Ill.; H. A. Feltus, Van Dusen-Harrington Co., Minneapolis, Minn.; J. Geo. Mann, Farm Seed Ass'n of North America, and Northrup, King & Co., Minneapolis, Minn.; Otto Mortenson, Cargill Grain Co., Minneapolis, Minn.; G. F. Nicolin, International Milling Co., Minneapolis, Minn.; W. J. Rowley, Albert Dickinson Co., Chicago, Ill.; D. J. Schuh, Board of Trade, Cincinnati, O.; W. R. Scott, Board of Trade, Kansas City, Mo.; Chas. Shackell, Penick & Ford, Cedar Rapids, Ia.; Alex Stewart, Rosenbaum Grain Corporation, Chicago, Ill.; M. H. Strothman, Washburn, Crosby Co., Minneapolis, and J. M. Sullivan, Washburn, Crosby Co., Buffalo, N. Y.; G. W. Thompson, Cream of Wheat Co., Minneapolis, Minn.; C. T. Vandover, Southern Minnesota Mills, Minneapolis, Minn.; E. S. Wagner, Millers National Federation, Chicago, Ill.; and J. E. Walsh, Ladish Milling Co., Milwaukee.

Elevator Unloading Cars and Wagons.

Comparatively few grain elevators are equipped as is the new elevator at Delphos, O., to unload grain from cars and from farmers' wagons; but the Garman Grain Co. is in a position to perform the functions of terminal houses and country elevators with the greatest efficiency, having a 96,000-pound registering beam hopper scale of the Fairbanks make to weigh carloads at a single draft, and two wagon hoists of the Sidney make to unload farmers' wagons, one dump being for corn and the other for small grain.

The elevator is cribbed, iron clad, 40x45 and 101 ft. high. Attached to it is a drier building of brick and concrete; and on the opposite side is attached a 2-story brick warehouse, 30x108x20 ft., with concrete foundation and full basement. The coal storage and fertilizer house are located on the third side of the elevator.

The elevator basement is 10 ft. high with concrete side walls and floor, and contains 2 dumps and drag chains, 4 elevator boots and a 1,200-bu. per hour roller bearing, fan discharge Sidney Corn Sheller connected by Allis-Chalmers Texrope Drive to a G. E. Motor.

The first floor is constructed of reinforced concrete with brick panels, and is 12 ft. high. Here are the entrance switch distributing cabinet, starters for all motors, power shawl, and 10-car puller.

The 12 bins above the work floor have a capacity of 40,000 bus., and are cribbed of seasoned wood, 2x8, 2x6 and 2x4 ins.

On the first floor of cupola is the big hopper scale, loading out thru an 8-in. steel pipe.

On the second floor of the cupola is a 1,200-bu. per hour ball bearing No. 8 Monitor Combination Cleaner, elevator heads and turnheads. All the elevators have 7x14 cups and are 92 ft. from center to center of boot and head pulleys. Cars are unloaded direct into pit by gravity. A modern manlift gives access to the cupola.

The machinery includes a seed cleaner, small oats huller, one 3-pair high roll, cracked corn separator and a single runner attrition mill, all in the warehouse, which also houses the office.

In the drier building is a 500-bu. per hour Randolph Drier. The power is supplied by 10 G. E. Motors, 2 of 15 h. p.; 1 25-h. p.; 3 10-h. p.; 2 7½-h. p., and 2 of 5-h. p.

The company is prepared to take care of nearly all business that may come its way, handling coal, flour, feed, seeds and fertilizer. The coal storage has space for 350 tons, all unloaded by hiker into overhead bins. Both the Pennsylvania and the Nickel Plate Railroad have granted the company transit privileges with a thru rate on grain; and the switching privilege is enjoyed from the Nickel Plate which parallels the coal storage and fertilizer house.

A. L. Garman came to Delphos in 1909 and the completion of this elevator is the climax of a dream coming true. He conducted the business until 1926 when it was incorporated with Wm. Dauch, pres., H. M. Viel, vice pres.; and A. L. Garman, sec'y-treas. In June, 1927, Albert Schlantz, who grew up in the grain business, was given charge of the local sales. The new plant was designed and erected by Mr. Garman himself.

Gowrie, Ia.—Fred Stanek, 28, retained his title as Iowa's champion corn husker in the contest held near here Nov. 11. Stanek led 13 contestants by husking 1,530.6 pounds minus husks and gleanings in an hour and a half. The event was witnessed by about 2,500 spectators. Stanek last year also won the mid-west contest held at Fremont, Nebr.

For the operation of a new ticker system in the Pacific Northwest, the Western Union Telegraph Co. is stringing three lines between Seattle, Portland and Tacoma. These tickers have been profitable in their operation on the southern coast for at least eighteen months. Repeating instruments are being installed at Ogden, Utah. E. A. Pierce & Co., have guaranteed the cost of the new tickers for the next two years.

Australia.—Effective Nov. 21, the sliding-scale duty system of imposing tariff duties on wheat and flour was abolished and the surcharge of 5 gold crowns heretofore levied on grain products was raised to 8 per 100 kilos, for a total of 12 gold crowns (\$2.16 per bbl.) per 100 kilos of flour or other grain products. The rate on wheat is 4 gold crowns per 100 kilos, or \$2.22 per bushel.—Sydney Anderson, pres., Millers National Federation.



Views of the Garman Grain Co.'s 40,000-bu. Elevator at Delphos, O.

Judgment Against Telegraph Company for Delay.

The Supreme Court of Appeals of West Virginia on Sept. 20, 1927, gave the Bluefield Milling Co., Bluefield, W. Va., judgment for \$300 against the Western Union Telegraph Co. for a delay of about 17 minutes in sending a message to a Chicago broker so that it arrived 10 minutes after the close of the market. The order read "Sell 10 Sept. wheat at the market."

The sale was a hedge against wheat held. The message was delivered to defendant company at Bluefield, W. Va., at 12:42 p. m. Eastern time, but it did not reach its destination in Chicago until 12:25 p. m. Central time, 43 minutes after it had been delivered at the Bluefield office of the defendant company, and 10 minutes after the close of the Board of Trade at Chicago. Upon a sale by the brokers on a falling market the next day, the plaintiffs suffered a loss of \$425.

The basis of the plaintiff's cause of action is the negligence of the defendant company in failing to send and deliver the message at its destination within a reasonable time, considering the character of the telegram, the apparent necessity for its rapid transmission, and the time within which such messages are usually sent between Bluefield and Chicago.

After proving that 43 minutes had elapsed between the receipt of the message by the defendant at Bluefield and in its transmission and delivery in Chicago, 10 minutes after the Board of Trade had closed, the plaintiff introduced evidence to the effect that the usual time required for sending messages between Bluefield and Chicago was from 8 to 14 minutes; that had the message been delivered within a reasonable time, the plaintiff would not have been forced to sell its wheat at a loss; that the first knowledge plaintiff had of the delay was a telegram on August 10th, from its Chicago brokers, saying that the selling order had been received after the close of the exchange. It was also shown that the defendant company maintained a "C. N. D." service by which it furnished plaintiff and others quotations from the Board of Trade at Chicago, at regular intervals during the day. No charge was made for this service. Plaintiff offered, but it was not permitted, to show that if it had received information of the probable delay in the transmission of the message, it could have taken steps to have had the telegram sent more promptly.

The court, finding the law to be for the plaintiff, entered up judgment on the jury's verdict of \$300, a sum agreed upon by the parties.

The Supreme Court said: It is well settled that proof of an unreasonable delay in the transmission of a message creates a presumption of negligence on the part of a telegraph company and casts upon it the burden of showing exculpatory facts or circumstances. 2 Jones' Commentaries on Evidence (2d Ed.) § 506, p. 913; Jones on Telegraph and Telephone Companies (2d Ed.) § 509, pp. 646, 647. The plaintiff's evidence was to the effect that the usual time required for the transmission and delivery of telegrams from Bluefield to Chicago was from 8 to 14 minutes, and the defendant's conflicting evidence on this point did not preponderate decisively. This created a prima facie case in plaintiff's favor and cast upon defendant the burden of showing extenuating circumstances. Therefore it does not become necessary to decide whether the court should have admitted the statement or admission attributed to the defendant's Bluefield manager, to the effect that the telegram had been unduly delayed and that the delay had occurred in the Bluefield office. However, there is authority which would seem to sanction the admission of such a statement. 2 Mecham on Agency (2d Ed.) § 1780, p. 1353.

Wire Trouble Known to Company.—Even tho it should be conceded that the unsatisfactory condition of the defendant's Bluefield to Huntington wire on August 10, 1925, was such a circumstance as to excuse the delay in the transmission of the plaintiff's message, yet the defendant company had knowledge of this condition at the time it accepted the telegram, which on its face and because of defendant's knowledge that the Board of Trade closed at 12:15 p. m. central time, conveyed notice that it must be sent with promptness. It accepted this message for a consideration then paid, under the

implied contract that it would make prompt transmission and delivery, knowing of an existing and present impediment in its wires. Plaintiff did not know of the claimed inability to promptly transmit.

This is not the case where some accident or adventitious circumstance over which a contracting party has no control intervenes and excuses him from its performance. This cause did not intervene. It was a fact existing at the time the contract was formed and had existed all that morning.

Wire trouble is not a legal excuse where its existence and extent were known to the company when the message was accepted, and the facts not communicated by it to the sender. 37 Cyc. 1667.

A common carrier cannot avoid liability for non-delivery of goods in due and reasonable time because of some known defect in its rolling stock. Defendant took the chance of a prompt delivery in the face of a known cause which might prevent it from so doing. Of course, if the sender of the message had been informed of the condition of the wires and paid his money knowing it might not be delivered, he took a chance and probably could not recover. But such is not the case here. He was not so informed.—139 S. E. Rep. 638.

Postmark Determines Date of Filing Claim Against Nebraska Carriers.

Where a firm giving notice to the railroads of shortage, overcharge, etc., alleges there was an undue delay in the notice reaching the carrier the postmark shall determine the date on which it was mailed.

This change in the Nebraska regulations was made Nov. 8 by the Nebraska Railway Commission.

Coast Millers Charged with Restraint of Trade.

The Washington Cereal Ass'n of Seattle, Wash., its officers and members, the Oregon Cereal and Feed Ass'n, its officers and members, and the Preston-Shaffer Milling Co., of Waitsburg, Wash., on Nov. 8 were ordered by the Federal Trade Commission to cease and desist from:

Combining, agreeing or co-operating among themselves or with or among any of them, or others, either thru correspondence, ass'n meetings, the secretaries of the said ass'ns, meetings of one or more of them, or otherwise, to fix, maintain or control uniform prices, discounts, terms and conditions of sale, distribution and delivery.

Exchanging information among themselves or with others regarding contemplated changes in prices, discounts, terms and conditions of sale, distribution and delivery.

Preparing and distributing among themselves or others of lists containing uniform prices, discounts, terms and conditions of sale, distribution and delivery which have been agreed upon.

Agreeing to abide and be governed by the uniform prices, discounts, terms and conditions

of sale, distribution and delivery agreed upon by either ass'n when selling in the territory of that ass'n.

The Weather and the Wagon Scale.

A cattle feeder recently bought several acres of snap corn from a farmer in his locality for delivery at husking time. He arranged with the local grain dealer for its weighing.

In issuing his instructions the cattle feeder said: "If the weather is dry you needn't weigh back the wagon after every load to get the tare. Just weigh it two or three times a day. That will be enough. But if the weather is wet, or it has rained the night before when delivery begins, I'd like to have the tare weight on every load."

The cattle man knew that the wood in a wagon will absorb some moisture during rainy weather, sometimes as much as 50 pounds.

He had a hunch that the wooden platform of an unprotected wagon scale would do the same. Hence, he considered the tare weights necessary.

The cattle feeder was right. Stormy weather is a good reason for covering the scale platform.

Steel Tubes Are Elevators.

Most of the farm land around Osceola, Ind., is devoted to dairy, poultry and truck gardening interests, because Osceola is very close to the industrial centers like Mishawaka, South Bend and Michigan City. Hard roads lead into these and other large towns, facilitating transportation by truck.

The Osceola business in grain has never warranted construction of a modern, rapid-handling grain elevator. Still some of the farmers plant a few acres of wheat, corn and oats as a matter of crop rotation. W. H. Menaugh, the town's leading coal dealer, found they needed someone to handle grain, so he installed two portable steel tube loaders and bid for the trade.

Grain is weighed in over truck scales either sacked or in bulk and is shoveled or dumped into the hopper of an unmounted portable steel tube. This delivers it to a hopper bottomed bin which has capacity for about half a carload. From the bottom of the bin the grain is spouted into the hopper of a second portable steel tube and run into a car.

Mr. Menaugh says he sometimes ships as many as 40 cars a year with this equipment, which is practically all the grain in his territory that finds its way to market.

A modern elevator would reduce the waste and cost of power and labor as well as expedite the loading of cars and the unloading of farmers' wagons and trucks. With such an outfit no dealer could handle a wet crop to advantage or profit.



A Small Elevator at Osceola, Ind., Handling 50 Cars a Year.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Ft. Smith, Ark.—We bot the Arkoma Mlg. Co.'s plant, located at 10th and Carnall Ave., some time back. This is a 3-story brick building, corn shucker and sheller, meal and chop mill combined. The other elvtr. and mill, formerly operated by the Western Grain Co., has been sold, and a machine company is located there now. It is not operated as a grain elvtr.—W. T. Oglesby, Oglesby Flour & Feed Co.

CALIFORNIA

Woodland, Cal.—The Russell-McCauley Co.'s plant was recently damaged by fire, the loss being about \$18,000.

CANADA

Winnipeg, Man.—Richard A. Roberts has resigned as sec'y-treas. of the State Elvtr. Co., Ltd.

Port Arthur, Ont.—The 600,000-bu. addition to the elvtr. of the Union Terminal Elvtr. has been completed.

MacGregor, Man.—The elvtr. of the Lake of the Woods Mlg. Co., Ltd., burned Nov. 8. It contained about 3,000 bus. of wheat.

Montreal, Que.—Chas. R. Hosmer, 76, pres. of the Ogilvie Flour Mills Co., died Nov. 14. He is survived by a son and a daughter.

Ft. William, Ont.—Bernard Masterson, employed at Elvtr. B, was killed Nov. 9, when caught and crushed in machinery he was oiling at the elvtr.

Ft. William, Ont.—The N. M. Patterson & Co. Ltd., has completed 1,000,000-bu. addition and workhouse. The work was done by the Fegles Construction Co.

Montreal, Que.—The Ogilvie Flour Mills Co., Ltd., has been granted a license by the Board of Grain Commissioners to operate Elvtr. E as a public elvtr. during 1927-1928.

Victoria, B. C.—The Panama Pacific Grain Terminals, Ltd., which is building a 1,000,000-bu. elvtr. at Ogden Point with the assistance of the city, has started to clean the ground for excavation and piling.

Midland, Ont.—The Midland Sincor Elvtr. Co. has completed its 2,000,000-bu. elvtr. It is announced that the Canadian Pacific Railway will build seven miles of line directly connecting the elvtrs. at Midland and joining up its main line from Port McNichol to Montreal.

Ft. William, Ont.—Two workmen stripping tanks at the new elvtr. of the United Grain Growers fell 90 ft. when the scaffolding snapped due to 500 lbs. of rubble and lumber falling on it. The men, who were employees of the Carter-Halls-Aldinger Co., were killed instantly.

Saskatoon, Sask.—The 3,000-bbl. 5-story mill and elvtr. with a storage capacity of 400,000 bus. has been completed for the Robin Hood Mills, Ltd. It was built in accordance with plans prepared by the International Mlg. Co. The McKenzie Hague Co. had the contract.

St. John, N. B.—W. E. Foster, chairman of the Board of Harbor Commissioners, has announced that plans for the first unit in the enlarged harbor facilities will include four new steamship berths and an elvtr. of 2,000,000 bus. capacity, and that plans for these would be prepared at once.

Calgary, Alta.—The elvtr. of Parrish & Heimbecker burned about midnight Nov. 14. The elvtr. was built by Voss Bros. in 1924 at a cost of about \$12,000. Since then it has been added to and new machinery installed, so was valued at \$27,000. There was between 15,000 and 20,000 bus. of grain in the elvtr., which brought the total loss to \$42,000. Seventy per cent is covered by insurance.

Ft. William, Ont.—The 1,000,000-bu. addition of the James Stewart Grain Co.'s elvtr. has been completed. The Barnett McQueen Construction Co. had the contract.

The Canada Board of Grain Commissioners has decided that Garnet Wheat, which is now coming on the market, shall not be graded higher than No. 2 Northern. Garnet is sometimes off-color when ground into flour, and it is feared this may lower the value of the wheat in the eyes of the foreign buyer. Garnet is an early ripening wheat compared to Marquis and Red Fyfe and is also rust resistant.

COLORADO

Walsh, Colo.—The C. C. Isely Grain Co. is building an 8,000-bu. elvtr. It will be managed by Mr. Moomaw of Dodge City, Kan.

Cornish, Colo.—Work is progressing rapidly on the feed mill and elvtr. being built by O. A. Johnson. Excavations have been completed, scales installed and concrete is being poured.

IDAHO

Pocatello, Ida.—Rapid progress is being made on the elvtr. being built by the Pocatello Mill & Elvtr. Co. It will be equipped with the latest machinery.

ILLINOIS

Windsor, Ill.—Munson Bros. have installed a corn sheller in their elvtr.

Okawville, Ill.—The Farmers Elvtr. Co. is building an addition to its storage room.

Champaign, Ill.—We have sold our elvtr. here and at Rising.—B. C. Beach & Co.

Elwood, Ill.—The Elwood Farmers Elvtr. Co. has installed a Fairbanks Truck Scale.—Wm. Tucker.

Hinckley, Ill.—The Hinckley Grain Co. is installing a conveyor in its coal bins.—Wm. Tucker.

Prophetstown, Ill.—Frery & Frery have had their team and wagon scales rebuilt by the Superior Scale Co.

Marshall, Ill.—H. B. O'Hair of Paris has bot the elvtr. of Paul Kuhn Grain Co. Possession will be given Jan. 1.

Liberty, Ill.—Beringer Bros. & Co. are repairing their feed mill. The old building will be replaced with a new one.

Spencer, Ill.—The New Lenox Grain Co. has remodeled its office and is installing a Fairbanks Truck Scale.—W. T.

Lawndale, Ill.—The brick power house attached to the south elvtr. of the Lawndale Elvtr. Co. was blown down and demolished on Nov. 11.

Camp Grove, Ill.—H. M. Dewey & Co. are building a 16x26 office and will install a Fairbanks-Morse 10-ton Auto Scale with type registering beam.—"Squire" Cavitt.

Owaneco, Ill.—The business of the Farmers Grain Co. is temporarily in charge of W. H. Allen, auditor for the Farmers Grain Ass'n, until a permanent mgr. is secured.

Clarksdale, Ill.—The plant of the Christian County Farmers Grain Co. burned Nov. 6. It contained 500 bus. of corn. The loss, estimated at \$15,000, is partially covered by insurance.—P.

Washington, Ill.—The Washington Co-op. Farmers Grain Co. is installing a 10-ton Fairbanks Morse Scale, new corn crusher, scalping reel and 2-ton mixer, also a truck lift.—"Squire" Cavitt.

Manteno, Ill.—The Farmers Union has bot the elvtr. of the old Farmers Elvtr. Co. This makes four elvtrs. the Union now owns in Kankakee county, the others being at Kankakee, Aroma Park and Van Siding.

Muncie, Ill.—We have sold our business here and at Brothers to the Rogers Grain Co.—Stephens & Shelby.

Watseka, Ill.—From Oct. 1, 1926, to Sept. 30, 1927, Watseka Farmers Grain Co., Co-op., had total grain sales of 362,577 bus. The gross income on grain was \$8,313.72; gross income on merchandise, \$17,725.93; income from grinding, \$228.15; net income, \$11,937.73. The capital stock is \$50,100, with a surplus of over \$24,000.

Lanesville, Ill.—C. R. Lewis of Jacksonville and Warren Haynes of Illiopolis have filed a bill for accounting against Wm. J. Millar, James Kinahan and Jos. McCabe. The declaration states Lewis and Haynes were partners in a local grain business and elvtr. and the three defendants were partners in a similar business. In November, 1925, they decided to unite. It is claimed the agreement was for each set of partners to put \$1,500 in the joint business. The plaintiffs claim they put up their \$1,500 and spent \$595.41 for labor and material to equip the elvtr., but that the defendants refused to contribute their share. The business was discontinued in February, 1927. The plaintiffs claim no settlement was made.

CHICAGO NOTES.

A Board of Trade membership sold Nov. 21 for \$7,100, an increase of \$100 over the previous sale.

John T. Geltmacher, for many years a member of the Board of Trade, died suddenly Nov. 11.

E. H. Mackenzie has applied for re-installment to the privileges of membership on the Board of Trade.

Members of the Board of Trade will vote on Nov. 29 on the proposal to construct a new home to cost about \$10,000,000 on the present site at La Salle and Jackson Sts.

The B. A. Eckhart Mlg. Co. is building additional elvtr. storage which will be completed about Dec. 1, consisting of 12 concrete tanks and 5 interstice bins 120 ft. high.

I am not working in a grain elvtr. any more and have gone into another line of work.—M. J. Joyce. (Mr. Joyce was formerly supt. of the Illinois Central Elvtr., known as the Central Elvtr.)

The Chicago Elevator Properties, Inc., has been granted authority by the Illinois Commerce Commission to conduct two local grain warehouses. One is the Irontale Elvtr. at 107th and Muskegon Sts., and the other is the J. Rosenbaum Elvtr. at 102nd St. and the Calumet River.

Joseph Simons, member of the Board of Trade, received word Nov. 21 of the death of his daughter, Mrs. Rayna Raphaelson Prohme, in Moscow. Several years ago Mrs. Prohme went to China with her husband, Wm. Prohme, and aided him in establishing the nationalistic news service.

The directors of the Board of Trade have posted two amendments to the rules, one changing the hour of the annual election, and the other making it mandatory to purchase memberships at \$7,000 instead of \$6,000, and to devote the proceeds of transfer fees to retirement of memberships only.

New members of the Board of Trade include: Ernest W. Taylor, pres. of Nye & Jenks Grain Co., Omaha, Neb.; Eugene M. Stevens, Arthur N. Schultz, John E. Anderson and Thomas S. Adams. Applications for membership are posted for George A. Hill and Maynard F. Gambar. Applications for transfer are posted for L. C. Geahart, Ernest W. Saville, and M. M. Day.

William C. Jacob & Co., a recently organized partnership, was formed to deal in grain, provisions, cotton, stocks and bonds, and opened for business Oct. 20, with large quarters and customers' room on the lobby floor of the Board of Trade Bldg. The partners are William C. Jacob, Robert J. Whyte, and Adam J. Riffel. Both Messrs. Jacob and Whyte operated independently heretofore, under their individual names.

The nominating com'te of the Board of Trade has scheduled a meeting for Nov. 28, to select candidates for the "regular" nomination ticket proposed for election, to be held early in January. The membership is at liberty to nominate opposing candidates, if desirous, the purpose of selecting candidates in advance by the nominating com'te being solely to choose the best man in their estimation, and to cut unnecessary red tape to expedite the election voting time.

Edward A. Fischer, for ten years in charge of the custodian department of the Board of Trade under J. A. Schmitz, weighmaster, died Nov. 24, age about 38, after a long illness from ulcer of the stomach. He began with the Board of Trade in 1907 as a messenger, and was promoted on account of his efficiency and reliability to a clerkship and custodianship. He kept all the records of grain in the elvtrs. He was married, leaving a wife and two children. Interment will be Nov. 28 at Montrose Cemetery. He was highly esteemed by the warehousemen who had dealings with the custodian department.

The com'te to consider trading in durum wheat futures, of which Jas. E. Bennett is chairman, has met some discouragement in that the Interstate Commerce Commission has declined to permit the rate of 15½ cents ex-lake on Duluth wheat and rye, for export from Chicago via New Orleans, to be made effective on short notice, under the 6th section. The railroads and markets east of Buffalo opposed the special rate, and the inauguration of durum futures probably will be postponed to a more favorable opportunity. One favorable factor is that navigation of the Mississippi below Cairo is open 10 months of the year.

E. J. Feehery & Co. are again registered with the sec'y's office of the Board of Trade. This is a partnership between E. J. Feehery and Wm. B. Page. E. J. Feehery & Co. have been doing business in this market for the past 20 years, so in reality this is not a new firm, but a reestablishment of the old firm name. For the past 7 or 8 months Mr. Feehery has been mgr. of the grain receiving department of Nye & Jenks Grain Co., prior to that doing business as E. J. Feehery & Co., E. J. Feehery sole owner. Mr. Page has been actively engaged in the grain trade for the past 20 years, beginning his career with the commission firm of Montague & Co. After leaving there, he was connected with the Armour Grain Co. for 8 years most of the time as corn or oats buyer, and the remainder of the time in the receiving department. For the past 8 years he has been connected with J. J. Badenoch Co., in charge of its country commission business. E. J. Feehery & Co. will do a general commission business, operating wires to Streator, Rochelle, Ottawa, Milford, Sterling, Rantoul, Chatsworth, and Princeton.

INDIANA

Leiters Ford, Ind.—John Merket has given his elvtr. a coat of orange paint.

Shirley, Ind.—Chas. Manlove of Knightstown has bot the elvtr. of Walter Ham.

Newburgh, Ind.—The plant of the Chas. W. Brazius Co. was slightly damaged by fire Nov. 11.

Frankton, Ind.—The Frankton Grain & Coal Co. is putting cement floors in its elvtr. and overhauling the bins.

Greenwood, Ind.—The Suckow Mlg. Co. is installing a McMillin Combination Wagon and Truck Dump in its plant.

Portland, Ind.—No suit has been filed against us by the Aetna Life Insurance Co. The report was an error.—Stafford Grain Co., Redkey.

Rensselaer, Ind.—The Farmers Grain Co. is installing a new Fairbanks Truck Scale and starting to build an up-to-date stucco office.—Wm. Tucker.

Nickel (Valparaiso p. o.), Ind.—The elvtr. of E. K. Sowash was severely damaged by fire Nov. 13 about 2 a. m. This elvtr. was formerly owned by Percy Goodrich.

Marion, Ind.—O. M. Thomas, pres. of the Thomas Mlg. Co., whose skull was fractured several weeks ago when he was thrown from a wagon, is improving rapidly.

Stockwell, Ind.—We have installed a hammer feed mill and a 30-h.p. Westinghouse Motor. We have painted our office and cribs and made other improvements.—Chas. S. Anderson, mgr., Lauramie Grain Co.

Wheatland, Ind.—The plant of the Farmers Co-op. Union & Live Stock Co. burned recently. Some Wheat Growers stock was in the elvtr. It is said that the state fire marshal will be asked to investigate the fire.

Evansville, Ind.—Foreclosure of mortgages and judgment of \$22,000 against the Evansville Grain Co., were demanded in a complaint filed in the receivership proceedings against the company. Non-payment of notes in the sum of \$20,000 is alleged in the complaint.

Evansville, Ind.—The Kelsay-Burns Mlg. Co. has filed papers evidencing final dissolution.

IOWA

Spencer, Ia.—We are out of business.—DeWolf Grain Co.

Joice, Ia.—E. H. Emhke & Son have bot the elvtr. of W. W. Wheeler.

Luther, Ia.—Wm. Walker of Woodward is now mgr. of the Farmers Elvtr.

Salix, Ia.—Chas. Carr, mgr. of the Farmers Elvtr. Co., just returned from a tour of the West.—A. T.

Hobarton, Ia.—The Farmers Elvtr. Co. is installing a 10-ton Fairbanks Truck Scale. James Elder is mgr.—Art T.

Marble Rock, Ia.—The Farmers Grain Co. is installing a dump and putting a new foundation under part of the building.

Irving, Ia.—Blaha Bros., whose elvtr. burned several months ago, have sold their real estate holdings and will retire from business.

Webb, Ia.—S. D. Hovinga and myself have bot the Nielsen Elvtr. It is now under the name of the Webb Grain Co.—E. A. Howe, mgr.

Mason City, Ia.—E. L. ("Pat") Patterson is now with the North Iowa Grain Co. He was formerly with Mulholland Grain Co. at Fort Dodge.

Bridgewater, Ia.—John Hinck has resigned as mgr. of the Farmers Co-op. Co. He will go to Cornish where he will superintend a flour and feed business.

Des Moines, Ia.—The Emrich Grain Co., which recently moved its headquarters to Cedar Rapids from Emmetsburg, is considering establishing a branch office here.

Midland (Rock Rapids p. o.), Ia.—Mail continues to come to the Farmers Elvtr. Co., which was sold to the Quaker Oats Co. last year and is out of business.

Emmetsburg, Ia.—The Farmers Elvtr. Co. closed its business temporarily, due to the closing of a local bank. The company had just commenced a reorganization campaign.

Manson, Ia.—M. Case of Manson has been appointed mgr. of the Farmers Co-op. Elvtr. Co. to succeed E. H. Rudloff, who has bot an elvtr. at Steen, Minn. The change will take place Dec. 1.—Art Torkelson.

Gilmore City, Ia.—John Wahl, an employe of the Gilmore City Grain & Elvtr. Co. had two fingers of his left hand severely mangled when he attempted to release one of the buckets in the grain carrier.—Art Torkelson.

Salix, Ia.—The Salix Grain & Coal Co. commenced business Nov. 7 by taking over the elvtr. of the Nye & Jenks Co. Walter Beak, who has been local mgr. for the latter firm, will continue as mgr. for the new company.—Art.

Mason City, Ia.—All mgrs. of the Iowa elvtrs. of the North Iowa Grain Co. attended a dinner and business meeting at the Eadmore Hotel Nov. 10. F. Cooley of Fort Dodge, L. Miller, R. W. Hall, R. Gardinieri and E. L. Patterson were also present.

Des Moines, Ia.—The Red Crown Mlg. Co., whose plant includes an elvtr., has been adjudicated bankrupt. The company became involved in difficulties several months ago and at that time O. F. Oleson, pres. and sales mgr., and W. H. Yohe, vice-pres. and mgr., resigned.

McGregor, Ia.—I'll have to confess that I'm running a brewery. That may sound bad, but we are not making beer or even near-beer, but took over an old building which has been closed for 40 years or more and have adapted it to handling grain and feed. We have taken the big vats which used to hold the beer for grain bins. The building is located at the foot of a high bluff facing the river and there are two large caves leading back into solid sandstone which were cut out with a pick and shovel. Across the track we have our coal plant, which is a new building, and also use the basement of the old cleaning elvtr. which formerly belonged to the McMichael Elvtr.—F. C. Bell Co., Inc.

KANSAS

Stuttgart, Kan.—We contemplate installation of a truck scale.—C. H. Bandt.

Clyde, Kan.—C. A. Kalbfleisch is installing a Sidney Hyatt Roller Bearing Corn Sheller.

St. John, Kan.—Payne Smith has succeeded Jess Rixon as mgr. of the Farmers Elvtr. Co.

Chetopa, Kan.—The Anchor Grain Products Co. has succeeded the Chetopa Mill & Grain Co.

Gaylord, Kan.—We hope to install an air truck lift at an early date.—C. Lear, agt., C. A. Kalbfleisch.

Mina, Kan.—The elvtr. formerly belonging to W. H. Connett has been razed. This town is now about all gone.

Holton, Kan.—Jerry Brack and O. G. Hamm have leased the Brubaker Elvtr. and will operate it this winter.

Arkansas City, Kan.—F. Andrew Smith will succeed J. E. Haviland as mgr. of the Kansas Mill & Elvtr. Co. on Dec. 1.

Gordon, Kan.—L. D. Brandt is installing Sidney Hyatt Roller Bearing Combined Sheller and Cleaner and other equipment.

Gaylord, Kan.—We are figuring on installing an air truck lift soon.—Albert Dannenberg, Dannenberg Grain & Supply Co.

Kinsley, Kan.—Robert Bailey, formerly mgr. of the Centerview Mercantile Co. at Centerview, is now mgr. of the Farmers Grain Co.

Allen, Kan.—The Farmers Union Co-op. Elvtr. has opened under the H. W. Carlson Grain Co. This is the only elvtr. here.—H. W. Carlson.

Robinson, Kan.—The Robinson Farmers Union Co-op. Ass'n has bot the A. L. Elvtr. of the Quaker Oats Co. John Brant will manage both elvtrs.

Abilene, Kan.—The flour mill of the Midwest Mills burned Nov. 17. The attached warehouse was saved with little damage to the concrete storage.

Wilsey, Kan.—A spark which entered the elvtr. thru an open window is given as the cause of the fire which destroyed the west elvtr. of the Shannon Grain Co. Oct. 18.

La Crosse, Kan.—The La Crosse Lumber & Grain Co. is wrecking its elvtr. It was built in 1887 and remodeled in 1895. It is thot the company will build another elvtr. in the spring.

Baldwin, Kan.—The elvtr. of the Farmers Union Co-op. Co. burned Nov. 13. The loss, estimated at \$25,000, was about half covered by insurance. This was the only elvtr. in Baldwin.—P.

Lebanon, Kan.—C. E. Jackson of Salina has bot all the property of the Lebanon Mill & Elvtr. Co. except the elvtr. at Bellair. The property was owned by C. M. Isom and O. H. Schenck.

Cawker City, Kan.—Ralph Reich has been promoted from the local elvtr. of the Mitchell County Farmers Union Co-op. Ass'n to the head office at Beloit. His place here is being taken by Henry Gertje.

Hickok (Ulysses p. o.), Kan.—Geo. Gano and Jess Rixon are building a 15,000-bu. elvtr. Mr. Rixon was formerly mgr. of the Farmers Elvtr. Co. at St. Johns. This is a new town on an extension of the Santa Fe.

Clay Center, Kan.—The local elvtr. of the Shellabarger Mill & Elvtr. Co., operated as the Mid-Kansas Mlg. Co., which was reported to be leaning, has about settled itself back to normal, according to W. L. Shellabarger.

Independence, Kan.—L. A. Lockwood, pres. of the Independent Cotton Gin, Grain & Supply Co., died in a cotton office at Muskogee, Okla., Nov. 12, after a sudden heart attack. He was between 65 and 70 years of age.—P.

Penalosa, Kan.—A. E. Wooldridge and son Clarence and other stockholders of the Farmers Elvtr. & Mercantile Co. of Brown Spur (Kingman p. o.) have bot the Penalosa Elvtr. & Mercantile Co. Earl Simmonds, who formerly owned the local elvtr., has entered the automobile business in Hutchinson. The two elvtrs. have a capacity of about 20,000 bus. Clarence Wooldridge will manage the Penalosa elvtr., and his father, Albert, will manage the elvtr. at Brown Spur.

Winfield, Kan.—The Alexander Mlg. Co. has closed its doors, the bank taking over the mill here, which has not been sold to date. The elvtr. at Akron has not been sold. The Oxford Elvtr. has been owned by the Consolidated Mills for several years. The Kellogg Elvtr. and the evtr. here have been taken over by us here and will be known by the undersigned name. We will operate these two and mill at our present location all under the same name. Our storage capacity at the three places will be about 30,000 bus. bulk grain and 20 cars sacked feed.—Phillips Feed Mills & Elvtrs.

KENTUCKY

Hardinsburg, Ky.—The Alexander Mlg. Co. incorporated; capital stock, \$15,000; by W. L. Alexander, Geo. Alexander and J. F. Pace.

Louisville, Ky.—Frank R. Eaton, aged 49, mgr. of the Louisville Mlg. Co., died recently in Boston. He leaves a wife and a daughter.

Louisville, Ky.—Ballard & Ballard, who have nearly completed their elvtr., will let a contract soon for a drier system and dust collecting system.

MARYLAND

Baltimore, Md.—Vogel Helmholz and Dan A. Sprosty have applied for membership in the Chamber of Commerce.

MICHIGAN

St. Johns, Mich.—St. Johns Agricultural Ass'n is installing a Sidney Manlift.

Kinde, Mich.—H. D. Horton has resigned as mgr. of the Farmers Co-op. Elvtr.

Plainwell, Mich.—The J. F. Eesley Mlg. Co. has opened its new mill with Richard Nethercott as supt.

Marlette, Mich.—Robbers recently entered the office of the Marlette Farmers Co-op. Elvtr. Co. and took the radio.

Mt. Pleasant, Mich.—The corn crib of the Chatterton Elvtr. Co. was blown from its foundation on Nov. 11.

MINNESOTA

St. Paul, Minn.—Piling is being driven for the St. Paul Municipal Elvtr. Ganley Bros. Co. has the contract.

Marietta, Minn.—The Pacific Grain Co. has just completed a new flour warehouse.—Wm. G. Meyers, local mgr.

Elysian, Minn.—P. H. Klaverkamp is now local agt. for the Commander Elvtr. Co. He has been in charge of the company's elvtr. at Judson for several years.

Duluth, Minn.—The Board of Trade membership of Thos. C. MacInnis has been transferred to Ben B. Davis and the membership of L. B. Cusick has been transferred to M. G. McQuade.

Steen, Minn.—E. H. Rudloff of Manson, Ia., has bot the W. J. Funk elvtr. and will take charge as soon as he can be released from his present position as mgr. of the Farmers Co-op. Elvtr. Co. at Manson.—Art Torkelson.

Duluth, Minn.—Members of the Board of Trade have voted in favor of amending the rules so that the sampling charge at Duluth will be paid by the grain shippers. The sampling fee at present is 50c a car and is paid by the receivers.

Bixby, Minn.—Killian Warner, aged 46, mgr. of the R. E. Jones Co.'s elvtr., is dead. His body was found hanging by a rope from the rafters in the flour and feed warehouse. He had been connected with local elvtrs. for more than 15 years. His wife, a son and a daughter survive.

MINNEAPOLIS LETTER.

The Broker - Lydiard - Hatch Co. has not changed its name, as was reported.

The Osborne-McMillan Co. has completed a 700,000-bu. addition to its Shoreham Elvtr.

The Interior Grain & Malt Co. has taken out a permit to erect an addition to its malthouse.

Edward Christl has succeeded M. E. Grant as local mgr. of the Froedert Grain & Malting Co.'s office.

Calvin C. Jewett has applied for membership in the Chamber of Commerce on transfer of A. T. Forney.

Members of the Chamber of Commerce on Nov. 18 voted approval of plans for construction of a 6-story building, costing \$600,000, to replace the "old chamber," a landmark of downtown Minneapolis which was erected 44 years ago. The members authorized a special com'te to proceed at once to procure detailed plans and specifications. Wrecking of the old building is scheduled to get under way about Feb. 1. The building will be devoted entirely to rental office space to members of the organization.

James Leary is now with the Sterling Grain Co. as traveling representative.

The old home of the Peavey family, built 40 years ago by the late Frank H. Peavey, is being razed and the site presented to the city as a playground, in accordance with a provision of the will left by the late Mrs. Frederick B. Wells.

MISSOURI

Atlanta, Mo.—W. L. Bealmer is building an addition to his feed mill.

Polo, Mo.—The Polo Elvtr. Co. is building a 28x60 ft. two-story warehouse.

Stanberry, Mo.—The Farmers Exchange has bot the Archer Grain Co.'s plant and is now in charge. Feed grinding equipment will be installed.

Carthage, Mo.—W. A. Tayman, former mgr. of the McDaniel Mlg. Co., died suddenly Nov. 3 at St. Louis where he was connected with the Hall Mlg. Co. He was about 50 years of age. His wife and a daughter survive.—P.

St. Louis, Mo.—The Checkerboard Elvtr. Co., a subsidiary of the Ralston-Purina Co., will open a wheat merchandising department Dec. 1 with J. M. Chilton in charge. Mr. Chilton has resigned from the Marshall Hall Grain Corporation to take his new position.

Kansas City, Mo.—A suit to set aside the will of John H. Lynds of the Vanderslice-Lynds Co., who died about a year ago, has been filed by his son, John H. Lynds, Jr. The suit is the second one to break the will of Mr. Lynds who left an estate valued at \$750,000. The other was brot by his widow to obtain her dower.—P.

St. Louis, Mo.—The Plant Flour Mills Co. has bot the Brooklyn Street Elvtr. of the Powell & O'Rourke Grain Co. It has a capacity of 430,000 bus. and gives the Plant company a total capacity of 750,000 bus. The Powell & O'Rourke company recently ceased handling grain, but continued to operate the above elvtr. until its sale. Miss Margaret O'Rourke, sec'y and treas. of the company, filed a petition a short time ago for the appointment of a receiver. Samuel Plant, formerly pres. of the Merchants Exchange, and B. H. Lang were elected as trustees to handle the elvtr., which was later sold. Possession will be given in a short time.

MONTANA

Hardin, Mont.—J. H. Jesser is again owner of the Farmers Elvtr., which he sold about three months ago to Reed Bros.

Laurel, Mont.—The Walsh Grain Co. has opened the old Denio-Barr Mlg. & Grain Co.'s elvtr. W. E. Eltzroth will manage it.

NEBRASKA

Trumbull, Neb.—The Nebraska Farmers Union Ass'n has installed a McMillin Dump in its plant.

Hastings, Neb.—The Uhlmann Grain Co. has reopened its local office with Chas. L. Lyons, Jr., in charge.

Daykin, Neb.—The Farmers Elvtr. Co. is building a 16x24 ft. warehouse of frame covered with galvanized iron.

Tamora, Neb.—We have recovered our elvtr. with metal sheathing.—O. H. Weid, mgr., Farmers Grain & Coal Co.

Garrison, Neb.—The elvtr. of the Farmers Grain Co., formerly owned by the Central Granaries Co., has been razed.

Strang, Neb.—We expect to install a new Fairbanks 10-ton Truck Scale soon.—Frank Bannd Grain Co., "Olie" Bannd.

Edholm, Neb.—A 10-ton Fairbanks Type S Truck Scale has been installed in the house of the Farmers Elvtr. Co. by E. H. Cramer.

Polk, Neb.—A new Winter Truck Lift has just been installed for us by E. H. Cramer.—W. A. Carmine, Farmers Grain & Stock Co.

Elba, Neb.—A Fairbanks 10-ton Type S Truck Scale and Winter Truck Lift have been installed in the Farmers Elvtr. by E. H. Cramer.

Garrison, Neb.—Two new inclosed electric motors have been installed in the elvtr. of the Farmers Elvtr. Co. by the Birchard Construction Co.

Tilden, Neb.—The plant of the Farmers Union Exchange was to be sold at auction Nov. 12.

Auburn, Neb.—James Clark has installed a wagon hoist in his elvtr. at North Auburn.

Hastings, Neb.—Davis-Noland-Merrill Grain Co. is reopening its local branch office. It will be in charge of Wm. R. Smith, who formerly operated it.

Crete, Neb.—We are just completing installing a new Allis-Chalmers Motor Driven Corn Mill. It will be running within the week.—The Crete Mills.

Danbury, Neb.—We have leased the 9,000-bu. Thomas Elvtr. and are operating it in connection with our other facilities.—R. A. Puelz, mgr., Danbury Equity Exchange.

Wilsonville, Neb.—Chas. E. Aldrich replaced T. H. Wollen as mgr. of the Wilsonville Equity Exchange. He formerly managed the Woods-ton Grain Co. at Woodston, Kan.

St. Edward, Neb.—P. D. Smith lost his life in a fire which destroyed his beautiful home. The residence for many years was one of the show places of this section of the state.

Milford, Neb.—The new concrete elvtr. of the Milford Mills is rapidly nearing completion. Walls have all been poured to the required height and work is commencing on the cupola.

Waco, Neb.—We are installing 10-ton heavy duty truck scales to replace our old 5-ton scales. Our new truck lifts were installed last summer.—W. C. Burney, Waco Farmers Grain Co.

Blue Springs, Neb.—A. O. Burkett is now mgr. of the Farmers Union Co-op. Co. here, replacing L. O. Rule who has bot an elvtr. of his own at Armour. Mr. Burkett was formerly with the Farmers Elvtr. at Beatrice.

Omaha, Neb.—Scoular Bishop Grain Co. has installed the Harris-Winthrop wire here and moved its offices to permit handling of its increased business. This connects with its other private wires thru the west and gives direct service to Chicago and Kansas City.

Octavia, Neb.—Grosshans Grain & Lumber Co. has just completed remodeling its old elvtr. The first constructed in 1886, it is now a fully modern house fitted with the latest equipment for rapid handling of grain, including a Winter Air Truck Lift. The work was contracted to E. H. Cramer.

Omaha, Neb.—O. E. Harris was elected pres. of the Grain Exchange at a meeting of the new board of directors. Mr. Harris succeeds Edward P. Peck. M. O. Dolphin was elected first vice-pres.; H. A. Butler, second vice-pres.; Guy F. Dristy, treas. Directors are H. A. Butler, E. W. Taylor and Guy Dristy.

Midway (Farwell p. o.), Neb.—The Warsaw Farmers Union Co-op. Grain Co. incorporated; capital stock, \$10,000; by C. V. Svoboda, A. V. Sevcik, J. W. Blaha, Frank Nowak and Frank Pleskac. This company recently took over the elvtr. of the Farmers Grain & Supply Co. and has installed a 10-ton Fairbanks Type S Truck Scale. E. H. Cramer did the work.

Scribner, Neb.—We are discarding 5 of our motors and replacing them with new ones of the enclosed type. Our figures show that the saving in insurance alone will pay the additional cost within approximately 5 years. We have just completed building a 36x60 ft. warehouse and painting all our buildings grey.—M. A. Hostrup, mgr. Farmers Co-op. Mercantile Co.

Omaha, Neb.—Contract has been let to the Barnett & Record Co. for a 1,000,000-bu. addition to the Northwestern elvtr. at Council Bluffs, Ia., operated by the Uptide Grain Corporation. The Missouri Pacific elvtr., operated by the Nye & Jenks Grain Co., has just completed a 1,000,000-bu. addition and new machinery is being installed. The Flanley Grain Co. is having a Randolph Grain Drier installed in its elvtr.

NEW ENGLAND

Boston, Mass.—Philip A. Eaton has applied for membership in the Grain & Flour Exchange.

Hartford, Conn.—The Meech Grain Co. has bot the flour and feed business of C. A. Pease & Co.

Medford, Mass.—Wm. H. Champlin, Inc., capital, \$200,000; wholesale and retail hay, grain, etc.; by Wm. H. Champlin, pres. and treas., and Albert E. Hendershot, sec'y.

NEW YORK

Hammondsport, N. Y.—The feed mill of Robert Howell burned Nov. 6 with a loss of \$15,000.

New York, N. Y.—Edgar F. Richards, New York mgr. for Jackson Bros. & Co. was held on a \$25,000 bail Nov. 15, charged with having stolen \$22,000 from his employers.

New York, N. Y.—John H. Kemp, Geo. Levy, Raymond V. Scott, John H. Simon, Felix Brandseph and Wm. J. Fee have been elected to membership in the Produce Exchange, Edgar B. Bernhard has applied for membership.

Buffalo, N. Y.—Geo. E. Pierce, pres. of the Western Elevating Ass'n, Inc., and Harold E. Tweeden, vice pres., in charge of sales, local office of Cargill Grain Co., gave a venison dinner to their office forces at the Superior Elvtr., Nov. 14.

New York, N. Y.—The Produce Exchange has discontinued temporarily the practice of transmitting quotations on wheat futures, particularly to western grain centers. It was said that the transmissions of the quotations had been costly and had resulted in no increase in business. Posting on the floor will be continued, but only actual sales of December wheat will be reported.

NORTH DAKOTA

Langdon, N. D.—The St. Anthony & Dakota Elvtr. Co. recently installed a cylinder separator.

Bismarck, N. D.—The annual meeting of the Farmers Grain Dealers Ass'n of North Dakota will meet here Feb. 28, 29 and Mar. 1, 1928.

New Lelispig, N. D.—W. Wolden, an employee of the J. S. Birdsell Elvtr., was seriously injured when he fell over a gasoline engine. He slept in the plant and was found unconscious the next morning when the place was opened. He was taken to a hospital in Elgin.

OHIO

Dawn, O.—Wm. Steffen & Sons have bot the elvtr. of the Elvtr. & Supply Co. and will take possession about Dec. 1.

Ft. Recovery, O.—The Ft. Recovery Equity Exchange is installing new elvtr. equipment furnished by the Sidney Grain Machinery Co.

Hume, O.—The Hume Equity Exchange is installing a Sidney Vertical Mixer with Hyatt Roller Bearings, also a corn sheller and scalper.

Lisbon, O.—The Lisbon Mlg. Co. incorporated; capital, \$15,000; to manufacture flour and feed and deal in grain; by Wm. T. and Edna E. McNutt.

Sidney, O.—The Miami Valley Grain Dealers Ass'n will hold a series of monthly meetings, the first of which will be held here, probably on the evening of Dec. 7.—Sec'y E. T. Custen-bor.

Troy, O.—There is a new feed mixing plant being established in the old Hayner Distilling Co. warehouse under the name of the Pottage Tankage Co., under the direction of a Mr. Bennett who was formerly in the mlg. game in Grafton.—Paul Hauce.

New Holland, O.—The work of remodeling and rebuilding the old McCrea & Vlerebome elvtr., owned by Chas. E. Groce, will be completed in a few weeks. Practically all of the old equipment is being replaced with new. Mr. Groce's other elvtr. burned in September.

OKLAHOMA

Oklahoma City, Okla.—The Belt Mill & Grain Co. is repairing its feed mill.

Carmen, Okla.—The elvtr. of the McCrady Bros. Grain Co. burned Nov. 9.

Beaver, Okla.—R. F. Wells has bot the elvtr. and grain business of Geo. Probst.

Bixby, Okla.—G. A. Brown has bot the elvtr. of the defunct Farmers Co-op. Ass'n.

Ludlam, Okla.—The Elkhart Mills have reopened with P. H. Castor in charge.

Madill, Okla.—Fitz Lewis will continue the Industrial Grain Co., Arthur Alsop retiring.

Oklahoma City, Okla.—Wm. M. Eckroat, formerly of Spencer, is building a custom mill and elvtr.

Oklahoma City, Okla.—The Jackson Grain Co. has discontinued business and closed its office in the Grain Exchange Bldg.

Aylesworth, Okla.—The Stevens-Scott Grain Co. had a small loss from fire Nov. 1 which was confined to stock in corn cribs.

Fairview, Okla.—I am now mgr. of the Bowersock Mlg. & Power Co.—Roy C. Hodge. (Mr. Hodge succeeds the late Ward Webster.)

El Reno, Okla.—Karl E. Humphrey, mgr. of the El Reno Mill & Elvtr. Co., was recently chosen pres. of the State Chamber of Commerce.

Beaver, Okla.—O. C. Usher is now mgr. of the elvtr. of the Oklahoma City Mill & Elvtr. Co. He will also have charge of the company's elvtrs. at Forgan and Knowles.

Hugo, Okla.—W. E. Terry is mgr. of the newly organized M. H. Mlg. Co. He has been with the Stillwater Mlg. Co. at Stillwater the past year and prior to that was mgr. of the Modern Mlg. Co.

Oklahoma City, Okla.—The Oklahoma Terminal Elvtr. Co. incorporated by Frank S. Gresham, F. G. Olson and F. G. Thomas; to operate an elvtr. at Purcell, Okla. The head office will be at Oklahoma City.

Enid, Okla.—The Geis-Price Elvtr. Co. has acquired the old Chapman mill, formerly known as the Jitney Mill. It has been repaired and made into a modern feed mill. A change has recently been made in the personnel of the company. Harry Palecek has been made vice-pres.; Edward Palecek, sec'y-treas., and J. G. Price, former member of the firm, is now working for W. B. Johnston, taking the place of Miss Jessie Marie Worcester, who was recently married.

OREGON

Portland, Ore.—The United States Department of Agriculture's Pacific Coast office for grain investigations has been removed from Portland to San Francisco, Cal. Geo. P. Bodnar, ass't marketing specialist from the local office, will be in charge in San Francisco. R. L. Baldwin, third man in the local office, has been assigned to the grain supervision headquarters office here. E. N. Bates, marketing specialist in charge of grain investigations on the coast, has been ordered to San Francisco.

PENNSYLVANIA

St. Clair, Pa.—The St. Clair Grain Elvtr. Co. is building an office at its elvtr.

Philadelphia, Pa.—Henry C. Snowden, Jr., Inc., has been proposed for membership in the Commercial Exchange.

Philadelphia, Pa.—Fire broke out in the warehouse of Walton Bros. recently and destroyed 300 bales of hay. The blaze was confined to the warehouse, altho for a time the flames threatened a nearby elvtr.

SOUTH DAKOTA

Oacoma, S. D.—We have just completed a 7,000-bu. elvtr.—Blum Bros.

Bruce, S. D.—Cotton & Sundet have remodeled their plant and installed feed grinding machinery.

Oldham, S. D.—The Van Duzen Elvtr. Co. has bot the elvtr. of the Fruen Grain Co. The house will be repaired.

Baltic, S. D.—The Farmers Elvtr. Co. incorporated; capital stock, \$25,000; by S. T. Kirkeby and Iver Jacobsen.

Clark, S. D.—T. H. Holland has recently bot the Geo. Boop Elvtr. and will operate under the name of T. H. Holland.—McCaull Dinsmore Co.

Isabel, S. D.—The Fitch Elvtr., recently purchased by the Isabel Equity Exchange, burned recently. It contained 7,000 bus. of grain and only 1,000 bus. were salvaged. The loss was covered by insurance.

SOUTHEAST

Dublin, Ga.—The plant of the Farmers Co-op. Elvtr. Co. was recently damaged by fire.

TENNESSEE

Columbia, Tenn.—Park Bros. will rebuild their mill, grain and hay houses which burned Oct. 27.

Nashville, Tenn.—S. S. Kerr has bot the elvtr. of the Moon-Bennett Grain Co. which he formerly owned.

TEXAS

Denison, Tex.—The Knaur Grain Co. is now receiving grain at its new 52,000-bu. elvtr.

Fredericksburg, Tex.—The Reliance Roller Mills will install a feed mill unit in its new addition.

Amarillo, Tex.—We took over the properties of the Amarillo Feed & Seed Co.—Hardeman-King Co.

Wharton, Tex.—J. C. Locke, pres. of the Wharton Grain & Produce Co., died of heart trouble recently.

Cleburne, Tex.—We do a track and transit business, besides having a warehouse and doing a jobbing business.—Gillock Grain Co.

Amarillo, Tex.—Texas Coarse Grain Marketing Ass'n incorporated by C. W. E. Bergen, K. W. B. Vencil and J. D. Christian; no capital stock.

Breckenridge, Tex.—Lightning set fire to the Donnell Mill on Nov. 14 and destroyed one of the oldest landmarks of this section. The mill was built in 1877.

Honey Grove, Tex.—My corn sheller and elvtr. was completed in September and has shelled over 50,000 bus. of corn this season. Am now putting in corn meal mill to grind for retail and custom trade.—Smith Mills & Evtr.

WASHINGTON

Seattle, Wash.—Mitsui & Co., Ltd., have been admitted to membership in the Grain Exchange.

Seattle, Wash.—W. F. Cahill, traffic mgr. of the Port of Seattle, underwent an operation recently at a local hospital.

WISCONSIN

Glenbeulah, Wis.—Herman Froelich is building an elvtr.

Black Creek, Wis.—H. A. Hoops has established a feed mill.

Grantsburg, Wis.—The Equity Farmers Co-op. Ass'n is installing a feed mill.

Cornell, Wis.—E. J. Crane, who owns a chain of elvtrs. in this part of the country, is building an elvtr. in Cornell.

Casco, Wis.—The Kewaunee Grain Co. has built an addition on the east end of its elvtr. to make room for a feed mill.

Marshfield, Wis.—The Marshfield Malt Products Co. incorporated; capital stock, \$36,000; by L. A. Hartl, G. V. Kraus and Frank X. Schneider; to manufacture malt products.

Milwaukee, Wis.—Bernhard Stern & Sons, Inc., owners of the Atlas Elvtr., which burned a year ago, are reconstructing the plant. The Donahue Stratton Co. will operate it.

Antigo, Wis.—A. B. Clifford now has an interest in the elvtr. business of F. W. Ophoven and the firm name has been changed to the Farmers Elvtr. Co. The elvtr. was recently moved to a new site. The old site was near the railroad right-of-way and it was claimed the building blocked the view at a crossing, so the railroad required its removal.

WYOMING

Thermopolis, Wyo.—I built a small elvtr. that holds 2,000 bus. It is 20x26 ft. ground floor, 27 ft. high with 8 ft. deep elvtr. pit. Have an all steel chain elvtr. 35 ft. from bottom of pit to top of elvtr., plant is run by a 5-h.p. electric motor, loading a car of wheat a day. Have one large bin and small hopper bin over engine room. The elvtr. is studded, with drop siding, and has galvanized iron roof.—Geo. Larson.

It's insane to give away your profits for the privilege of doing business, by not extracting a large enough margin to cover capital investment and labor. Not knowing operating expenses is just as foolish, unnecessary and costly. Worst of all, nobody appreciates your generosity in handling grain for nothing.

Miami Valley Dealers Discuss Operating Costs.

The 30th Annual Fall Meeting of the Miami Valley Grain Dealers Ass'n was held in Sidney, Ohio, on Nov. 10. The attendance was not quite as large as that of the Lima meeting last month, but the interest and enthusiasm in the vital economic problems considered have not been eclipsed by any meeting of grain men in recent years, according to Sec'y Custenborder.

H. F. Bowsher of Lima gave a splendid talk on "Elevator Operating Costs." His remarks were highly appreciated and provoked lengthy discussion. In the course of his remarks he said:

UNKNOWN MARGINS.

Ethical practices not only make business pleasant, but of prime importance is the fact that they make business more profitable. Unethical methods are practiced quite largely because their full cost is unknown.

By reason of the relatively quick turnover of merchandise, grain elevators operate on an extremely small margin of profit. When an elevator operator attempts to take away the patrons of his competitors by paying in excess of its worth for grain, his invariable answer to our question of whether he expects to make a net profit on this grain, is that he doesn't know but hopes so. It is the duty of every man in business to know exactly the cost of operation in order that he might not inadvertently become guilty of some unfair practices.

A survey which we conducted shows that last year the entire wheat crop of northern Ohio was handled by the County elevators at a net loss. Certainly this would not have been true if each elevator knew the cost of handling the crop.

We made audits of fifty representative elevators in this territory and summarized their operating statements in two groups according to the rate of net profit. The average cost of operation of the elevators in the group consisting of those with high net profits was almost identical with those in the group of least profitable elevators. The factor that enabled the one group to have higher net profits was that these elevators took a fair selling margin while the other group did not.

In solving the great problem of unfair competition, we are apt to consider it entirely a question of influencing the other fellow. A little self-analysis will reveal that a responsibility rests on all toward establishing and maintaining ethical standards. It is not sufficient that we merely have a mental attitude of honorable dealing, and hope that our practices are fair to those engaged in the same line of business, but it is necessary that the facts be known and then the enormous loss due to insufficient operating margins can be carried to the entire trade with a full realization that it not only deprives the dealer of a fair earning on his investment but robs the community of much of the service that he should, and otherwise could, render.

A motion prevailed to hold a series of monthly meetings, the first one to be held in Sidney early in December, probably on the evening of the 7th.

Among those present were: Elmer Sheets,



Wright McConnell, Buffalo, N. Y.

Botkins; W. M. Young, Mgr. Farmers Elevator Co., Anna; C. H. Ginn, Sidney; W. A. Niswonger, Mgr. Farmers Elevator Co., Sidney; Geo. Allinger, Mgr. Miami Valley Grain Co., Sidney; E. D. Fristoe, Mgr. Fristoe Grain Co., Piqua; L. W. Pool, Vice Pres. Piqua Milling Co., Piqua; Jesse Lewis, Mgr. Martin-Rehmer Co., Troy; S. J. Rudy, Mgr. S. J. Rudy & Sons, Covington; E. A. Grubbs, Greenville; E. H. Dunn, Mgr. Conover Grain Co., Conover; G. O. Weimer, Mgr. Rosewood Grain Co., Rosewood; Harry Clay, Mgr. Quincy Grain Co., Quincy; C. W. Andrews, Mgr. Farmers Grain Co., Maplewood; Kahrn Bros. Hay & Grain Co., DeGraff; O. W. Baker, Mgr. Farmers Elevator, Houston; W. H. Persinger, J. E. Wells & Co., J. W. Simmons, V. E. Chambers, John Troester, Sidney; J. M. Adlard, Lockington; W. M. Toman, Gettysburg; Clarence Swartz, Mgr. New Hampshire Grain Co., and E. T. Custenborder, Sidney, sec'y.

Heat Damaged Wheat Undesired by Millers.

Heat damaged wheat is one of the most important types of damaged wheat found on the market. It is difficult to detect, and a very small quantity of it mixed with sound wheat lowers the quality decidedly. A study made by the federal department of Agriculture, according to *The Official Record*, shows that wheat discolored by heat of fermentation to the shade popularly known as skin-burned is of inferior milling quality, with greater inferiority as the degree of discoloration becomes more pronounced. The so-called sound wheat remaining after the bin of wheat has heated to the extent that only a small proportion of the kernels are discolored is in a "sick" or weakened condition. Mixing heat-damaged wheat with sound wheat is poor practice. Only 1 per cent of skin-burned wheat, or 0.5 per cent of badly heat-damaged wheat, injured the milling and baking qualities of the sound wheat.

Are you carrying larger book accounts and carrying them longer than is consistent with sound business practices? Do you wish to eliminate this economic waste? Do you feel that this problem can be solved more efficiently and more economically by united action of all of your competitors than it can by individual effort? Then join your ass'n, see that your competitors all belong, and all come to every monthly meeting. The customers who pay cash shouldn't be burdened with the expense of carrying slow payers and deadbeats.

Wright McConnell Chooses a Grain Career.

Grain dealers in Ohio, Indiana, Illinois and Iowa to whom the McConnell Grain Corporation of Buffalo already is well known will soon have the pleasure of meeting young Wright McConnell, who begins his connection with the company as its traveling representative in those states this month.

Wright was graduated from the public and high schools of Buffalo, attended Lehigh University at Bethlehem, Pa., two years, and after spending the last summer on an extensive tour of Europe came home with the thought that he would like to go into the grain business at once.

Altho only 21 years of age he has had some varied experience. During the summer vacation periods for the past five or six years he worked as a laborer in the different mills and elevators in Buffalo, one year as a deck-hand on a lake freighter, so he knows what hard work is.

During the past few months he has been working in the elevators and in the office of the McConnell Grain Corporation and taking a course in the inspection of grain. He is the third generation of the family to be identified with the McConnell Grain Corporation. Wright will have a very good introduction thru the friends of I. W. and E. E. McConnell, who are old timers.

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 160 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

Robinson Telegraph Cipher Code: With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

Millers Telegraphic Cipher: (1917) For the milling and flour trades. 77 pages, 3¼x6 inches. cloth bound. Price \$2.00.

Cross Telegraphic Cipher Code: 7th edition revised for provision and grain trades. 145 pages 4½x5½ ins. Cloth bound. Price \$2.00.

A. B. C. Improved Fifth Edition Code, with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

Bentley's Complete Phrase Code: Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal money and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

Riverside Flour Code, Improved (5 letter revision) Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

Calpack Code (1923) is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6½x8¼ ins. 850 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

- " B—Loss in Market Value Due to Delay in Transit.
- " C—Loss in Quality Due to Delay in Transit.
- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

- 411-A contains 100 sets all Form A. Price, \$2.00.
- 411-E contains 100 sets all Form E. Price, \$2.00.
- 411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

Grain Carriers

The average daily box car surplus for the week ending Oct. 31, totaled 82,411, against 78,403 the previous week.

The Texas Railroad Commission is considering the applying of wheat rates on sunflower seed shipments.—P. J. P.

New England flood-swept transportation facilities are being placed in condition as rapidly as possible, that traffic may again be accorded normal service.

The Canadian steamer "Rosemont" sank in the Welland Canal below Lock 25 at Thorold, Ont., on Nov. 13, en route from Buffalo to Montreal with 80,000 bus. of grain aboard.

Philadelphia, Pa.—Opposition to further federal appropriations for the Warrior River Barge Line has been expressed to Pres. Coolidge and the War Department by local interests.

Philadelphia, Pa.—The Grain Com'te of the Commercial Exchange is discussing the proposition of aligning themselves with others in the effort to secure general rate reductions.

Atlanta (Ga.) and the surrounding Southeastern territory is favored in grain and grain products rates becoming effective the first of the new year, the new rates being considerably lower.

Duluth, (Minn.)—Shippers have been favored this shipping season with lower lake rates for eastern delivery. A large amount of tonnage was offered, which was seized for tieup storage.

Brownsville, Tex.—The Texas Railroad Commission is considering cancellation of special rates on shipments south of Brownsville on the Belt Line, mileage tariffs to be applied.—P. J. P.

Oklahoma City, Okla.—Organized effort of the shippers of the state was enlisted at a meeting held here earlier this month to defeat the re-opening of the Southwestern rate cases being sought by the carriers.

No transit privileges will be permitted at Chicago or Chicago junction points or at points east of the Illinois-Indiana state line, on grain originating at stations on the C. & E. I. in Indiana south of Terre Haute, moving via Chicago or Chicago junction points.

Walla Walla, Wash.—Efforts are being revived to have a re-hearing on the Columbia Basin rate case. The state department of public works is striving to have this hearing coincide with other Interstate Commerce Commission hearings scheduled for the new year.

Prince Rupert-Vancouver, B. C. — Fifty boats have been chartered to take wheat out of Vancouver during November. Shipments have been running about 200,000 bus. daily. Several British vessels have loaded at Prince Rupert, destined for the British Isles and the Orient, etc.

Buffalo, N. Y.—Traffic on the state barge canal suffered heavy delays earlier this month due to extensive floods in the eastern part of New York. Clearance dates have been set by the Department of Public Works at Nov. 25 for wooden boats and Nov. 30 for steel bottoms.

Cars loaded with grain and grain products totaled 48,068 during the week ending Nov. 5, a decrease of 481 cars below the same week of last year. Compared with the same week of two years ago, it was an increase of 1,705 cars. Loadings for the previous four weeks were: Oct. 29, 56,168; Oct. 22, 60,378; Oct. 15, 52,333; Oct. 8, 49,902. Cumulative loadings for the first 45 weeks of the past five years have been: for 1927, 2,072,577; 1926, 2,061,790; 1925, 1,951,280; 1924, 2,219,036; 1923, 1,948,206.

Baltimore, Md.—The Commercial Traffic Managers of Baltimore is a new traffic group here composed of about 15 traffic representatives of importing and exporting firms operating in this market. This organization closely resembles that of Philadelphia, operating under the same style name.

The Illinois Central has asked a rate of 15½¢ cwt. on wheat and rye from Chicago to New Orleans for export, applicable on ex-lake grain originating on Lake Superior. Primary markets not favored are expected to protest. A number of cargoes have come to Chicago recently from the Head of the Lakes.

The Clinton & Oklahoma Western R. R. plans to extend its lines some 95 miles, to run thru rich agricultural and oil territories. The improvement is placed at \$2,500,000, exclusive of additional equipment necessary. Frank Kell, grain dealer and miller, and large capitalist of the Southwest, is the guiding spirit in this enterprise.

Minneapolis, Minn.—J. George Mann has been re-elected president of the Merchants' & Manufacturers' Division of the Minneapolis Traffic Club. Mr. Mann is traffic manager of Northrup, King & Co., and of the Farm Seed Ass'n of North America, and a new member of the National Industrial Traffic League.

Action to be taken by Texas grain shippers, in the general investigation announced by the Interstate Commerce Commission for rates on grain and grain products into the Mississippi Valley and Southwestern territories, will be decided at a meeting to be held in Fort Worth, Texas, on Nov. 25, called by W. W. Manning, chairman of the Central Grain Com'te of the shippers.—P. J. P.

Baltimore, Md.—Public hearing on the new differential complaint, involving water rates and allegations thereunto brought by Boston, and opposed by Baltimore, Norfolk and Philadelphia interests, will be held on Nov. 30. The New England interests petitioned the Shipping Board for ocean rates which, when added to the inland rail rates from C. F. A. territory and beyond, shall be equalized through all ports.

Chicago, Ill.—Hearing on Docket 17000 will be continued here commencing Nov. 29. The scene of the last hearing on this case was in Minneapolis, preceded by Wichita and Dallas, in September, July and May, respectively. The hearings are being conducted on authority of the Hoch-Smith resolution (1925), authorizing the lowest rates possible on agricultural products. Following the Chicago hearing, another will be held after the first of the year on the Pacific Coast. A decision is expected in May.

Portland, Ore.—Strauss & Co., Inc., successors to the Northern Grain & Wholesale Co., filed suit against Clyde Huntley, as collector of internal revenue for Oregon, seeking return of \$28,328.83 paid by the concern under protest as a tax on freight charges on wheat shipments in 1920-21 from Idaho, eastern Oregon and Washington, maintaining 90 per cent of these shipments were for export and therefore exempt from tax. Balfour, Guthrie & Co., and Kerr Gifford & Co., recently took similar action on the same charge, as published in this column in the past two numbers, respectively.

The margin of stored over "active" freight locomotives averaged 15.4 per cent during the first ten months of 1927 and rose as high as 18.7 per cent on Aug. 1, when the margin was greatest. Carloadings, at this time of greatest margin, were running considerably above one million cars per week. The locomotive margin at the peak could handle additional carloadings of nearly 7,000,000 per year. This ratio is computed on the assumption that no increase will take place in the performance of the average locomotive, despite the fact of steady past increases and every reason to expect similar increases in the future.

America has more than one-third of the world's railroad mileage, yet only 6 per cent of its population and only 8 per cent of its area. The progress of our country has almost exactly kept abreast of transportation. In the relatively short space of a hundred years, we have increased our national wealth from nothing worth mentioning to \$350,000,000,000, and our population ten-fold. From a few thousand miles of miserable post-roads we have expanded until we now have 250,550 miles of mail line track.

There has been an increase since 1923 of more than ten per cent in the performance of locomotives while there has also been an increase of nearly eleven per cent in the performance of freight cars. This indicates an added service of one-tenth of the total loadings for a year, or approximately 5,000,000 cars, due to increased performance alone. Similarly, the increased performance per freight car per day has had the effect of adding one-tenth to the available supply of cars, regardless of increase in the number of cars actually in service.

The number of freight cars in good repair and immediately available for service against an increase in traffic during the week ending Oct. 15, when freight traffic was highest, constituted 7.5 per cent of the number in "active" service. In other words, at the time of the peak loadings the freight car situation offered a margin of safety of 7.5 per cent against a possible traffic increase. The corresponding margin of stored over "active" freight cars for the first ten months averaged 13.3 per cent, rising as high as 17.4 per cent in January. This means then, that the freight car margin at the peak could handle additional loadings of nearly 4,000,000 cars per year. This ratio is computed on the assumption that no increase will take place in the performance of the average freight car. These factors however, have been increasing over a period of years, and it is reasonable to suppose that similar increases may continue in the future.

The German import duty on corn and beans is about 4½ cents a bushel since the treaty between Germany and Jugo-Slavia was ratified. The reduction applies not only to corn and beans from the United States, but also from the Argentine, South Africa and several European countries as well.

When your radio receiving set is sputtering with static do not suspect that it is caused by rising markets. Radio engineers are convinced that the strength of static bears a definite relation to the rate of change in barometric pressure. A storm may be brewing somewhere, but not in the trading pits.

Rate Increase Suspended.

Schedules revising the proportional rates on grain and its products from Chicago and adjacent territory on traffic originating in the Northwest to destinations in Central Freight Ass'n territory and to establish joint proportional rates on wheat and flour from Duluth, Minneapolis, St. Paul, Kansas City and Omaha to the same destinations, were suspended Nov. 15 by the Interstate Commerce Commission until June 15, 1928. The new tariff would increase rates on wheat and flour from 2 to 3 cents to points north of the Ohio River and east of the Alleghenies, thereby placing Minneapolis at a disadvantage with the other terminals mentioned.

Under the original order last summer the railroads were required to equalize the rates as between the Minneapolis district and the Kansas City district. Prior to that time Minneapolis district had an advantage of from 1 to 5 cents a hundred cheaper rate on wheat and flour shipped to the Central states.

The suspension was ordered because the railroads erred in making up new grain rate schedules as ordered.—P. J. P.

Nebraska Gets New Demurrage Ruling.

Sundays and legal holidays will not count hereafter as part of the 30 days' time which Nebraska shippers are allowed for giving written notice to railroad companies under rules relating to demurrage and storage, it was announced on Nov. 8.

A new rule proposed by the carriers, which excludes those days from the calculation, was formally approved by the Nebraska Railway Commission.

Grain Inspection Rule Considered by Texas R. R. Board.

Petition of the McGregor (Tex.) Milling & Grain Co., to change the reconsignment rules so as to eliminate inspections by Federal inspectors, has been taken under advisement by the Texas Railroad Commission. The "Federal" qualification seems to be the ground for objection.

An order was recently granted at the instigation of the same company requiring proof of inspection after reconsignment of shipments of grain to be furnished within six days after such inspection or request for reconsignment. —P. J. P.

I. C. C. Given Canada-U. S. Joint-Rate Jurisdiction.

In the case of The News Syndicate Co. vs. the New York Central, et al., the Supreme Court of the United States Nov. 19 held that for the ascertainment of damages, the Interstate Commerce Commission has jurisdiction over a joint thru rate from a point in Canada to a point in the United States, on a complaint of a shipper against the United States railroad alone.

The court also ruled that where a shipper or consignee of freight in the United States has paid the full published joint thru rate thereon, the Commission, on a finding of unreasonableness, has jurisdiction to authorize payments of damages in the amount that the entire transportation charges, on the basis of the joint thru rates, exceeded the charges which would have been assessed on the basis of the joint thru rate found reasonable by the Commission.

Oklahoma Gets New Export Rates.

Advices from Frank Prouty, secretary of the Oklahoma Grain Dealers Ass'n, state that rates to New Orleans in Port Differential Case No. 12,798 will be published (effective Dec. 12) on a minimum differential basis from all points in Oklahoma, except from points on the Santa Fe and Katy, as follows:

The state will be divided into three sections. All territory lying East of a line drawn across the State beginning at a point on the Red River just East of where the KO&G crosses the state line, thence via the KO&G to Durant, thence via Frisco to Ada, thence via Santa Fe thru Oklahoma City, Ponca City, Blackwell to South Haven, Kansas. This territory will not be subject to an arbitrary inasmuch as the distances from points in this territory to the Texas Ports, and New Orleans do not exceed 25 per cent of the short line mileages.

The territory West of the line above described will be divided into two sections by a line beginning at Oklahoma City and following the Rock Island thru El Reno, Clinton, Sayre and Amarillo, Tex., to the Texas-New Mexico State line. Points in Oklahoma on and North of this line will be subject to a minimum arbitrary of one cent per cwt., and all points in Oklahoma South of this line will be subject to a minimum arbitrary of two cents per cwt. This arbitrary is further based on the short line mileages between the different Gulf ports; for instance—the short line mileage between Oklahoma points and New Orleans must exceed 25 per cent the short line

mileages between point of origin and Texas Gulf ports before the arbitrary is applied.

The carriers are further directed in determining distances, to use the shortest routes over which carload traffic can be moved without transfer of lading and to compile the rates so that they will be graded and equalized that no discrimination may exist as between the Oklahoma points.

New Record for Panama Canal.

Panama Canal traffic established a new record in the 1927 fiscal year with a procession of 6,020 seagoing crafts passing thru the big ditch, according to reports from Gov. M. L. Walker of the Canal Zone.

The total net revenue from all sources, except operations of the Panama Railroad Steamship Line, was placed at \$18,131,819, as compared to \$17,340,865 the preceding year.

The growth of traffic has made it imperative that a new reservoir be created and that the locking facilities be doubled, necessitating an expenditure of \$110,000,000, according to a report lately credited to Congressman Martin B. Madden of Illinois.

Wheat Acreage in Russia Reduced by "Scissors."

It may be taken as certain that on the whole grain deliveries have been greatly reduced, and the reasons for same are the smaller crop and to a great extent the failure of the Soviets to close the "scissors," which means it is necessary either to lower the price of industrial products or to raise the purchase price of grain.

The Russian peasant, therefore, in order to make himself economically independent, is beginning more and more to develop domestic economy by increasing his stock of cattle, and feeding same with barley and oats, and it is very probable that this year's estimated smaller exportable surplus (estimated by Russian sources at 22,400,000 bus.) is due to a smaller crop resulting from a curtailed Wheat acreage rather than from weather or other influences. As a result of the "scissors" (the disparity between agricultural and industrial produce) the peasant holds back his grain as long as possible. Every increase in price, which is granted by the Soviet after long discussion, frequently induces the peasant to hold more firmly in the hope of a further rise in price. It is to be expected that in consequence of the Soviets' failure to obtain large credits this year, the difficulties due to the "open scissors" will be increased.

Farm taxes now are considerably lower than before the war and the standard of living among the peasants has increased very considerably. The former chairman of the Export Grain Co., Mr. Bron, estimated the increased consumption of breadgrain among the peasants at 25 per cent of the crop. Compulsory measures, requisitions and the like, are not applicable under the Soviet Government, and besides the Government probably has not the power to enforce same. The Soviet Government has in reality paved the way to free selling by the peasants as the amount of grain obtained for sale simply through the collection of taxes is relatively small, and to increase the taxes would be fatal, as this would immediately result in a decreased acreage.

Necessary encouragement to the peasantry can only be given by a reduction of industrial prices, but it is questionable whether the Soviet Government can find an outlet from its unenviable position. Another factor affecting the delivery of grain is the increasing tendency on the part of the peasant to store grain.

The author concludes by saying that they (Russian officials) have tried to carry out their economic policy based on Communist principles in a capitalist atmosphere and by so doing they have involved themselves in contradictions, the consequences of which cannot be foreseen, but which in certain circumstances might assume the nature of a catastrophe.—From *Deutsche Getreide Zeitung*.

I. C. C. Activities.

J. Allen Smith & Co., Knoxville, Tenn., v. Southern Ry. et al., asks reasonable rates on grain and grain products from and thru Ohio and Mississippi River Crossings to Knoxville, and reparation.

Mississippi R. R. Commission (Meridian) v. A. & R. et al., asks reasonable grain and grain products rates from points in Okla., Tex., Ind., Tenn., Ky., Ill., O., Mo., Colo., Nev., Ida., Wyo., Ore., Kan., and Nebr., to all points in Mississippi.

In the case of the South Dakota Board of Railroad Commissioners, Examiner Cheseldine has recommended that the Interstate Commerce Commission find rates on corn and other coarse grains from that state to destinations in Colo., Utah, Calif. and other western states unreasonable and unduly prejudicial.

Farmers Loaned Machinery to Fight Borer.

Farm machinery, bot by the federal government for thousands of dollars for use in the corn borer control campaign, will be loaned to farmers this fall if they ask for it. The machinery is now stored near Toledo.

L. H. Worthley, federal field administrator of corn borer control at Toledo, has announced that farmers may use the government-owned stubble pulverizers with tractors and power take-off attached. The farmer has only to supply the operator, gas and oil.

Stubble beaters may be used on ground to be sown in small grains, only on corn stubble 10 inches or less in height, operated only under favorable field condition. If the beater does not do a complete job the farmer will be expected to do any additional work necessary to comply with state corn borer control regulations. Beaters are intended especially for farmers who sow oats without plowing.

An option market is to be established at Neusatz, Yugoslavia, precipitated by the sharp competition created by the option market opened some time ago at Budapest.

GRAIN DRIERS

for

COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

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1223 S. Talman Ave., Chicago
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Feedstuffs

Freeburg, Pa.—The Freeburg Roller Mills just installed a new feed mill in their plant here.

Metairie City, La.—The Shrewsbury Ice & Feed Co., Inc., has been granted a charter for \$125,000.

New Orleans, La.—The National Food Products, Inc., has been granted a charter for \$250,000.

Carterville, Ill.—The first of a probable series of chain feed stores is to be opened here by Brown & Colombo.

Sherman, Tex.—The Meadolake Mill Products Co. has been established here to merchandise mill products.

Natural Bridge, N. Y.—Judson Weaver, an active feed miller here for a number of years, died last month of heart trouble.

Hammond, Ind.—The Nowak Milling Co. just put in its third Gruendler Grinder. The previous two machines were installed this September.

Belington, W. Va.—The \$10,000 feed and flour milling plant operated by J. S. Holden was totally destroyed by fire; partially covered by insurance.

Minneapolis, Minn.—The American Ass'n of Cereal Chemists has planned to hold its next annual meeting here at the Nicollet Hotel, on June 4-9.

Bixby, Okla.—A feed grinding unit is being installed by the Bixby Flour & Feed Co. Manager A. H. Schuessler expects to have it in operation soon.

Minneapolis, Minn.—A 120-h. p. Fairbanks-Morse Diesel oil engine was just installed in the plant of the North East Feed Co., with electrical equipment, motors, etc.

The Farmsted Mineral Mfg. Co. has been indicted in the federal court at Sioux Falls, S. D., on the charge of billing stock feed as either fertilizer or ground rock.

Centerville, Neb.—A H. White has purchased the Centerville Flour & Feed Co., and will manufacture a complete line of mixed feeds, in addition to flour.

Atchison, Kan.—The recently enlarged feed mixing department of the Blair Elevator Corporation, which work was commenced in the late summer, is in full operation.

Minneapolis, Minn.—Carl C. Johnson has become assistant buyer for the International Sugar Feed Co., closing his own feed jobbing business here to assume the responsibility.

Horse Cave, Ky.—The Jones & Burd Feed Mills opened for business on Nov. 1. The plant is also fully equipped with a complete line of corn cracking and handling machinery.

Crimora, Va.—B. Y. Harris, Frank S. Schwartz and W. Newton Long have incorporated the Crimora Fertilizer & Feed Co. for \$25,000, for the purpose of manufacturing feed and fertilizer.

Snohomish, Wash.—Harold Fankhauser is in charge of the feed distributing unit and wareroom just opened here as another link in a line of branch chain-store feed stores known as Con's Cash Feed Co.

Mission, Tex.—W. M. Russell is manager for the newly formed Imperior Feed & Seed Co. The business and properties of the McClanahan Seed Co. was purchased as is being used in establishing this new enterprise.

Minneapolis, Minn.—The Pillsbury Flour Mills Co. South "A" Feed House was struck by lightning on Nov. 14, during an electrical storm. It was a motor that was hit. Employees extinguished the blaze with bran.

Murfreesboro, Tenn.—The Shawnee Feed & Grain Co. has incorporated for the purpose of manufacturing dairy, chicken and other feeds, also to deal in grain and hay. We are located on the N., C., & St. L.—Shawnee Feed & Grain Co.

Marshfield, Wis.—We plan on installing a motor driven 20-inch attrition mill soon. We are repainting all our buildings with two coats of grey. All the roofs are included. Have also just completed making a few necessary repairs and alterations. Business is good.—Marshfield Milling Co., by C. J. Sparr.

LaFayette, Ga.—At a recent meeting of the stockholders of the LaFayette Roller Mills, Inc., Henry Wolpert was elected sec'y-treas. and general manager. Under the new management, besides grits and corn meal, a complete line of high grade poultry and dairy feeds will be manufactured and distributed thruout the Southeast. Mr. Wolpert is well known among the trade.

Norwich, N. Y.—The feed manufacturing business of the R. D. Eaton Grain & Feed Co. here recently became the property of the Ah-Wa-Ga Mills, Inc., of Binghamton, N. Y. Harry Eaton will be associated with the purchasers. The plant will continue operation. The buyers of this property were formerly known as the Tioga-Empire Feed Mills, Inc., of Binghamton, and Waverly, N. Y.

Kansas City, Mo.—A. J. Gallagher is in charge of the newly opened office for the Newsome Feed & Grain Co. of Pittsburgh, Pa. Mr. Gallagher has heretofore been at the home office. This branch will be incorporated under the laws of Missouri as the Newsome Millfeed Co. to operate as a mill-feed merchandising concern. The Newsome interests also control the Reliance Feed Co. of Minneapolis, Minn.

Whitesboro, Tex.—A \$10,000 feed plant is under construction for the Whitesboro Oil Co. Dairy Feeds, scratch feeds and mashes will be specialized in, the analyses under which these feeds will be manufactured will be identical with those furnished as standards by the state A. & M. College. The manufactured products will not be marketed until the analyses as to chemical contents has been approved by the chemists of the College. A \$100,000 oil mill is also to be erected by the same concern. Officers of the company are J. C. Whaley, Gainesville, pres.; A. Baker, Whitesboro, vice-pres. and general manager.

Miracle Molasses Process.

The announcement of the new cold molasses process which is called by the appropriate name, "The Miracle Molasses Process," has aroused unusual interest in the feed industry.

The application of molasses to feeds has never been practical for the custom miller, so now with a molasses process that can be used in any kind of weather without heating, and a means for applying it to the feed just as it is ground, interests all feed millers, but more particularly custom millers who have been unable to supply their customers with sweet feeds.

It is represented that this process has been used for the past year and a half in several parts of Iowa, and all during the most severe weather of last year with the thermometer down to 20 below zero it is said to have worked just as well as it did in the warmest summer days.

The owners of the process were trying to keep it a secret until the Anglo American Mill Co. accidentally stumbled upon it. There have been rumors coming out of Iowa for many months about this mysterious process.

If all of the claims of the owners of this process are true, it is a most wonderful advance in custom feed milling, as well as the application of molasses to feeds of all descriptions.

Southern Feedmen Establish Radio "Service."

The Southern Mixed Feed Manufacturers' Ass'n has, according to advices from E. P. MacNicol, sec'y, decided to switch from the broadcasting of feedingstuffs data to a listener service with questions and answers.

The organization has been very successful during its two years of broadcasting in establishing the value of dealing with its members.

In addition to this new "Asked-Answered" radio service, listeners are being encouraged to write in for information on the care and feeding of poultry and livestock.

The service should prove attractive and helpful.

St. Louis Changes Feed Quotations Form.

Better to reflect actual values, the market reports com'te and the board of directors of the St. Louis Merchants Exchange have sought another form of quoting feedingstuffs prices in their daily bulletin.

Their proposal is to quote only feeds that are purchased to come into or sold for delivery or to arrive within the St. Louis and East St. Louis switching districts.

In the future, if their recommendations are adopted, no quotations will be printed on sales f.o.b. country mills located outside of said switching districts; no nominal values, offers or bids in the absence of actual sales; no direct sales made for shipment to out-of-town points, etc.

Alfalfa Meal Grades.

The Ass'n of Feed Control Officials of the United States, at Washington last week, adopted, as standard, with a few minor changes, definitions and standards as set forth in their "announcements for 1926-1927," and which were, heretofore, tentative.

The Ass'n also tentatively set up the following grades on alfalfa:

Alfalfa Leaf Meal to contain not more than 18% crude fiber.

Alfalfa Meal to be ground from the entire hay, to contain no stems, straw or other foreign material, and not more than 33% crude fiber.

Alfalfa Stem Meal as the product obtained from grinding residue after leafy part has been removed and must be branded "Alfalfa Stem Meal."

E. P. MacNicol, sec'y of the Southern Mixed Feed Manufacturers Ass'n believes that Tennessee requirements will demand the latter grade be branded "Ground Alfalfa Stems."

Demand for Soy Beans Exceeds Supply.

Soy bean growing is a branch of agriculture in which the national supply does not meet the demand. W. J. Morse, of the United States Dep't of Agri. pointed out to an Illinois audience at the State Soy Bean Day celebration at Urbana. In spite of the very rapid spread of soy-bean culture in the United States in recent years, we imported last year about 31,000,000 pounds of soy-bean oil, 43,000,000 pounds of soy-bean cake, and 4,000,000 pounds of soy beans. These large imports and the increasing utilization of the crop, Mr. Morse said, call for an expansion of soy-bean production in our own country.

In the United States the industry is in its infancy and although soy beans are used primarily for forage, our oil mills offer an opportunity for a greater production of seed. In China the soy bean is primarily a cash crop. It is used in many food products and is an indispensable part of the national diet.

In Manchuria, which produces about 70 per cent of the world supply of soy beans, the crop occupies about 25 per cent of the cultivated area, producing on the average about half a ton to the acre.

New Feed Trademarks.

Hiawatha Grain Co., Minneapolis, Minn., has filed trademark No. 246,283, particularly descriptive of animal feeds. The mark consists of the picture of an Indian brave and squaw and the words "HIAWATHA GRAIN COMPANY."

Feeders Supply Co., Kansas City, Mo., has filed trademark Ser. No. 253,495, consisting of a reproduction of scales accompanied by the words "EQUITY GREEN BAG." The mark is particularly descriptive of stock and poultry feeds.

Grain Belt Mills Co., South St. Joseph, Mo., has filed trademark Ser. No. 247,851. Four squares are placed in such a manner as to form a cross which is partially concealed by a circle in which is inscribed the word "EXTRE." The mark is particularly descriptive of horse feed and mule feed.

Prospects of a surplus in this year's corn crop may be taken to insure an ample supply of pure maple syrup again this winter.—A. G. T.

During the fiscal year ending June 30, 1927, the corporation income tax yielded revenue in excess of \$1,300,000,000, or 32 per cent of the total taxes, including customs, collected by the national government. Quite apart from the onerous burden thus placed on corporations, reliance to such a large extent on one source of income is a doubtful fiscal policy, since any vicissitudes, such as a business depression, which would materially affect this one source of revenue, might seriously embarrass the financial operations of the government.—Chamber of Commerce of the United States.

"Poultry Experiments at the Oklahoma Agricultural Experiment Station": It was found that it was impossible to secure good hatches when white corn, either with or without green feed, and whole wheat were fed as scratch feeds along with the mash previously noted. Cracked yellow corn, with and without cod liver oil, and a mixture of oats, wheat, and yellow corn gave uniformly fair hatches. White corn alone as a scratch grain gave poor results for egg production, but when fed with green feed or cod liver oil, was practically equal to yellow corn. Wheat proved little better than white corn, and while hens so fed laid regularly, they were weak and emaciated at all times.

"Dockage" at the Market Has Food Value at Home.

The quantity of weed seeds in spring wheat shipped to market has been increasing so rapidly the last few years that the United States Department of Agriculture is trying to induce wheat growers to eliminate the losses that result. In the case of flax the proportion of weed seeds, or "dockage," is even larger. The primary and principal loss is, of course, in the fields where weeds cause a loss of wheat due to crowding and to the plant food and moisture the weeds take in competition with the crop.

But the losses do not stop with the growing crop. It costs as much or more to harvest and thresh weed seeds as grain. The common practice is to send the weeds to market with the wheat. Hauling it to market is expensive and directly or indirectly the farmers also pay the freight on weeds as well as wheat.

At the terminal market the wheat is likely to be graded lower if it is full of weed seed, and in any event the dockage is deducted before the wheat is paid for. The seller is paid only for the wheat. Dockage is not suitable for milling, but it does make a fair feed for animals. The value of "screenings," compares favorably with oats. The annual farm feed value of the dockage produced in North Dakota alone is estimated at more than \$5,000,000.

Place of Farmers Elevators in Co-operative Marketing.

FROM ADDRESS BY W. M. JARDINE, SEC'Y OF AGRICULTURE, BEFORE NEBRASKA FARMERS ELEVATOR ASS'N AT GRAND ISLAND, NEB.

Overhead Expense Too High.—Diversification in the grain States and the growth of competition have operated in some cases to reduce the volume to a point where it is difficult to maintain low handling costs. A study by the Department of Agriculture of farmers elevators in the spring wheat area shows clearly that farmers elevators in this area usually have plants capable of handling an annual volume considerably in excess of what they now receive, and consequently fixed overhead expenses would be but little higher if volume were increased 50 to 100 per cent. The same problem is present in other areas.

Managers Do Not Grade Accurately.—Another problem is the difficulty experienced by managers in determining accurately the quality and value of grain delivered to local elevators. This difficulty has been increased by the greater importance attached in recent years to the protein content of wheat and by fluctuations in premiums paid for protein. It has been difficult at times to reflect closely market values of grain back to the producers, and this has led to a certain amount of dissatisfaction on the part of farmers.

Neglect to Use Hedging.—Another problem is that of reducing the chances of loss from changes in the market price of purchased grain, or the risk arising from selling stored grain which has not yet been purchased from the farmers. The department's study has brought out that the successful use of the future market in hedging requires complete daily records of the "long" and "short" position of the elevator, and care in the selection of futures to avoid losses from changes in the comparative position of the price of the future and the price of cash grain.

I have stated on several occasions my firm conviction that local ass'ns, notwithstanding their many accomplishments, will not furnish the ultimate solution of the farmers marketing problem. The local farmers elevators are a splendid foundation for further cooperative effort, but I believe some form of consolidation or centralization is necessary.

We are very far from effective centralization in the marketing of grain at the present time. No single cooperative organization controls as much as two per cent of the wheat produced in this country. Under these conditions are any of them in a position to improve general marketing conditions or to influence in any important degree the flow of wheat to market?

Centralized control in marketing is necessary, in my opinion, and I have looked with favor on the wheat pools in this country because, in spite of the difficulties they have encountered, they appear to be pointing the way to this goal of centralization. Nevertheless, I want it clearly understood that although the department believes in the possibilities in the centralized selling of grain, it is not on record as approving any particular organization for cooperative centralization. It is our duty and our privilege to assist all groups of farmers who are attempting to work out their own marketing problems.

Supply and demand are static. It is too often assumed that, once the crop is produced, the factor of supply, for example, exerts a constant influence on price. Is this necessarily true? Is it not probable that an 800,000,000-bus. wheat crop held by many independent marketing agencies creates a different condition from the supply side than would be the case if the same crop were largely controlled by one or two producers' agencies? As a matter of fact, business organizations have been able over a period of time to modify materially the factors of supply and the factors of demand. Many of our co-operative milk marketing organizations have been able to bring about conditions in their local markets which are entirely different from those which existed ten years ago. It is not necessary to accept placidly present-day supply and demand conditions.

Lack of organization to administer properly the supply is a factor in the situation which exerts a depressing influence on price. There is uncertainty among buyers and sellers. There is no assurance that existing price levels will be maintained, or that the crop will be placed on the market as it is needed.

Cooperatives Must Control Price of Grain.—To deal adequately with marketing problems, therefore, cooperative agencies must first have adequate information. Secondly, they must have such a degree of control over the flow of grain to market as will enable them to utilize this information effectively. They should be informed as to what the situation is at any given time, should know what action the situation demands, and should be able to put their knowledge into effect.

The demand for grain, particularly for wheat, is dependent on world-wide conditions. Terminal market prices in this country reflect world conditions with considerable uniformity, though country markets are somewhat more subject to local fluctuations.

If we agree that a program of centralized selling is desirable, what is the first step to be taken in the development of this program? Is it not unity of thought among the cooperative ass'ns marketing grain? I include all cooperative marketing organizations, whether they operate farmers elevators as pooling ass'ns or as terminal market agencies. Can conflict between these groups serve any useful purpose? Is it not in direct opposition to the best interests of the grain producers? Fundamentally the purposes of all cooperative grain marketing organizations are the same, and their problems are similar. Is it not time to subordinate personalities and nonessential differences in methods in an effort to bring all the experience and ability of all the co-operative groups into a joint program which will adequately serve the grain farmers?

Re-inspections and surveys on over 1,720 cars were called by representatives of the Canadian wheat pool at Vancouver, Winnipeg and Calgary. Of this number they were successful in obtaining raises in grades or dockage on over 575 cars. The Edmonton office appealed on over 728 cars with the result that 240 were raised.

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

HESS WARMING & VENTILATING CO.

1207 So. Western Ave.

CHICAGO

Hess Drier Company of Canada, Ltd.

Theodore Kipp, Mgr.

68 Higgins Ave.

Winnipeg, Manitoba

Supreme Court Decisions

Inducing Pool Member to Break Contract.—Co-operative Marketing Act (Laws 1923, p. 443), § 28, providing that one knowingly inducing, or attempting to induce, member of marketing corporation to break his marketing contract, shall be liable civilly to the association aggrieved in the penal sum of \$500 for each offense, is valid exercise of legislative power.—*Fort v. Co-operative Farmers Exchange*. Supreme Court of Colorado. 256 Pac. 319.

Crop Lien.—Under C. S. § 7373, relative to labor liens on crops, claim of lien filed 60 days after last labor was performed on crops was too late, notwithstanding that laborer performed other work thereafter, since phrase in such section fixing time of filing claim as 60 days after close of work or labor means lienable labor, and not other work performed thereafter.—*Thomas v. Stradley*. Supreme Court of Idaho. 258 Pac. 546.

Title to Storage Tickets Assigned to Bank.—Evidence of corporate capacity of assignor of storage tickets, and that assignment was for payment of indebtedness to bank, in view of Comp. Laws Supp. 1925, § 3125b2, making tickets issued in name of corporation presumptive evidence that corporation was owner, held to support judgment for bank suing sheriff for conversion by levying on such tickets under execution based on judgment against two stockholders of corporation.—*Baird v. Hanson*. Supreme Court of North Dakota. 215 N. W. 538.

Wire Trouble No Excuse for Delay.—Wire trouble is not a legal excuse for the failure of a telegraph company to promptly transmit a message, which, upon its face and because of information possessed by the company in regard thereto, conveys notice of the requirement for dispatch in its transmission, where the existence and extent of the wire trouble are known to the company at the time the message was accepted and these facts are not communicated to the sender.—*Bluefield Milling Co. v. W. U. Tel. Co.* Supreme Court of Appeals of West Virginia. 139 S. E. 638.

Alleged Delay in Delivery of Seeds.—Receipt of seeds by buyers' agent was notice to buyers of time of delivery thereof, as against buyers' contention in seller's action for price that they did not know of delay in delivery until long after delivery, asserted to excuse their failure to make complaint of alleged untimely delivery before the commencement of the action. Receipt and retention of seeds by defendant buyers' agent constituted an acceptance thereof within Personal Property Law, § 129, added by Laws 1911, c 571.—*Dibble v. Jones*. Supreme Court of New York. 224 N. Y. Supp. 344.

Check Not Acceptable on C. O. D. Shipment.—Where carrier by motor truck delivered C. O. D. shipment to consignee, and in payment accepted a forged certified check, which consignor returned to carrier on same day that he received it and demanded amount carrier should have collected, held that carrier was liable to consignor for such amount, and its answer setting up defenses of consignor's ratification by acceptance of check and custom of common carriers to accept certified checks in such cases should have been stricken out on consignor's motion for summary judgment. A "C. O. D. shipment" means that goods transported are only to be delivered by carrier on consignee's payment in cash of amount specified as a condition precedent to or concurrent with delivery of goods, and carrier accepts check instead of cash at its own peril.—*Jos. Mogul, Inc., v. C. Lewis Lavine, Inc.* Supreme Court of New York. 221 N. Y. Supp. 391.

Restraint of Trade by Agreement Is Unlawful.—Restraint of interstate commerce produced by peaceful persuasion, unattended by coercion or intimidation, is unlawful. Complaint charging that voluntary association of wholesale grocers, by persuasion, intimidation, boycott, and threats of boycott, coerced manufacturers and producers to refrain from selling goods directly to retail dealers, dealers carrying on combined retail and wholesale business, and co-operative purchasing enterprises of retailers, resulting in obstruction of interstate trade, within Federal Trade Commission Act (Comp. St. §§ 8836a-8836k), held sufficiently definite to support order to cease and desist from such practices.—*Arkansas Wholesale Grocers Ass'n v. Federal Trade Commission*. U. S. Circuit Court of Appeals. 18 Fed. (2d) 866.

State Not Authorized to Take Note for Seed Grain.—Chapter 35, Extra Session Laws 1919, does not authorize the state board of relief to take a note for seed grain furnished by the state to a farmer without such grain or means to procure it, because of the excessive floods which occurred in Marshall county in the year 1919. Section 10 of article 9 of the state Constitution provides that the credit of the state shall never be given or loaned in the aid of any individual except for the purpose of developing the agricultural resources of the state by loaning money on real estate security. In *Deering & Co. v. Peterson*, 75 Minn. 118, 77 N. W. 568, an act of the Legislature appropriating money for seed grain loans to farmers whose crops were destroyed by hail was held to be unconstitutional on the ground that public money was appropriated for a private purpose.—*State v. Nels Satre*. Supreme Court of Minnesota. 215 N. W. 510.

Private Operation of Utilities Most Beneficial to Public.

The Com'te on Public Ownership and Operation of the National Ass'n of Railroad and Public Utilities Commissioners at the recent Dallas convention presented a report in part as follows:

The low rates sometimes charged by publicly owned plants are not always due to low costs of production, but largely in one way or another, upkeep and other costs are shifted from the consumer, as such, to the taxpayer, as such. Often the method of bookkeeping as practiced by public plants fails to reflect the true results of their operations. This may be due in some respect to the fact that all men are not capable of managing public utilities, yet all are eligible to public office.

In private enterprises promises for efficient service can be made and an incentive to active and successful effort can be maintained. A competent employee is recognized and rewarded and promotion is sure and easy under private operation. Throughout the business world the best service is rendered when there is hope of reward, and the best commodity is produced when there is hope of profit. Where reward and profit are lacking, service and commodity depreciate in value.

The rewards of public life are dubious and the profits are not forthcoming by honest means. The losses due to extravagance and misdirected efforts of public operation of utilities will represent enormous dividends on properly applied capital, and generally a plant can be built and operated at less cost by private capital than by public funds. All of these things, we believe, go to make public operation of public utilities undesirable.

Grain Claims Bureau, Inc.

19 So. La Salle St. Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33 1/3% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT
Pres. and Treas.

HARRY J. BERMAN
General Counsel

Seeds

Hereford, Tex.—E. B. Hicks has purchased Homer Wilson's interest in the West Texas Feed & Seed Co.

Milwaukee, Wis.—The L. Teweles Seed Co.'s new building is now completed and ready for occupancy.

Portland, Ore.—The Pacific States Seedsmen's Ass'n has decided to hold its annual convention here on May 29-30.

Merrill, Ia.—Proc. Harris will engage in the seed business here, having purchased the old Lampert lumber yard buildings.

Hopkinsville, Ky.—Fire destroyed large stocks of seed, etc., in the plant of the Planters Hardware Co. on Nov. 6. Their loss was \$200,000.

Pasco, Wash.—The Western Grain & Seed Co. has recently completed extensive remodeling and alterations, and has taken on several new side-lines.

Baltimore, Md.—Goldsborough Bros., Inc., have incorporated with a capital stock of \$10,000, to deal in grain and seed. Louis P. Goldsborough, Anna G. Tapley and Edgar A. McCauley are the incorporators.

Durham, No. Car.—The assets of the Durham Seedhouse will be disposed of for the benefit of the stockholders, a receiver having been recently appointed on petition by R. P. Hackney, general manager of the corporation. Walter B. Bass is receiver.

President Ernest F. Crossland of the Farm Seed Ass'n of North America is traveling about on an extended trip calling on the seed trade of the country. While in Chicago earlier this month he attended a meeting of the expansion com'te of the organization.

Little Rock, Ark.—The Corneli Seed Co. of St. Louis, Mo., has taken out a state charter and opened a warehouse here to better accommodate its rapidly increasing seed business. The company of late increased its capital stock by \$200,000. It also bought out D. I. Bushnell of St. Louis.

Louisville, Ky.—The Hall Seed Co. is expected to occupy the old Wood-Stubbs Co. quarters shortly after the beginning of the new year. Mr. Hall purchased the building and land at auction last spring. The Wood-Stubbs Co., successors to Wood, Stubbs & Co., have completed removal to their new quarters.

Los Angeles, Calif.—The Western Seed Co. has retired from the seed business, selling its fixtures and stocks of seed and supplies. The company was in business here for 14 years. High rents and competition is given as the reason for retiring. F. J. Poor, owner, plans to take a short vacation before taking up other duties.

Good Trade in Clover Seed—A new high was made—\$18.50 for December, February and March. Selling came from the hedgers. Some outside dealers are selling cash anyway. Hardly enough however to bring about much decline. See no change in conditions but scent a little change in sentiment from the speculative element. That sentiment may merely mean they feel a natural reaction due after a strenuous and fast advance. That can happen especially when a few dull days in a row develop, but that does not change the real conditions. Latter looks healthy for the moment and favor the holders. Been no pressure at any time from the growers. A feature is the larger trade in February this year. Means you get your seed in time for the spring trade instead of a risk that the season ends early and abruptly. Buyers of March evidently feel that all the seed will be wanted and the season will go well into April.—J. F. Zahm & Co.

Rochester, N. Y.—Chas. F. Saul has sold his 7-story building in which his seed business is located and will retire from the seed business. He is turning his seed interests over to his son, Lester Saul, who has a store here.

Philadelphia, Pa.—The Seaboard Seed Co. has just been established here and at Lancaster, Pa., to operate as exporters, importers, and as a wholesale field seed house. H. W. Doughten is president of the new organization, with whom is associated E. E. Pattison, D. L. Burdsall and H. E. Smith. Mr. Doughten's father before him was engaged in the seed business. This new enterprise opened for business Nov. 1.

Reward wheat, a new variety developed by the Ottawa Experiment Farm, took first prize in the Spring wheat (except durum) competition at the Royal Winter Fair held in Toronto last week. Two samples of Marquis took second and third. All fall wheat prizes went to Ontario exhibitors. Reward is described as a hard spring wheat, with as good milling qualities as Marquis and ripening very early. It is hardly beyond the experimental stage as yet.

Toledo Seed Market to Close Earlier.

There is a movement afoot among the Toledo seed dealers to close the market an hour earlier than at present so they can catch the early mail in getting out quotations, samples, etc. At the present time the seed market closes at 2:15 Eastern standard time, or 1:15 central standard.

An expression from Toledo's trade is being solicited in an effort to determine how outside interests may best be served. All replies received so far have been in favor of the change.—J. F. Zahm & Co.

Verified-Origin Seed Dealers.

Seed dealers who will handle verified-origin seeds under the plan supervised by the United States Department of Agriculture have recently been announced by the department and include 63 dealers. The service will at first include alfalfa, clovers and seed corn, but will probably be expanded later to include other seeds.

An emblem has been designed by the department for use by verified-origin dealers. When used on tag certificates accompanying particular lots of seed no mention need be made below the emblem of the kinds of seed verified.

Imports of Forage Plant Seeds.

The Seed Laboratory of the Bureau of Plant Industry, Department of Agriculture, reports the following imports of forage plant seeds into the United States:

Kind of Seed.	October		July 1, 1927, to Oct. 31,	July 1, 1926, to Oct. 31,
	1927	1926	1927	1926
Alfalfa.....	182,200	132,600	360,500	206,300
Canada bluegrass.....	129,200	15,100	145,900	20,200
Alsike clover.....	693,300	8,400	764,500	56,700
Crimson clover.....	156,500	63,200	1,171,500	2,385,000
Red clover.....	8,100	8,100	170,000	298,800
White clover.....	63,200	95,300	308,300	4,000
Meadow fescue.....	3,000	49,300	124,000	182,500
Orchard grass.....	1,120,200	1,399,400	2,225,100	2,422,100
Rape.....	33,800	49,200	196,100	392,300
English ryegrass.....	195,200	360,200	315,100	543,800
Italian ryegrass.....	.....	.....	21,500	.....
Timothy.....	444,800	333,600	940,900	698,700
Hairy vetch.....	72,600	.....	390,000	19,800
Spring vetch.....	29,400	14,700	136,500	40,100
Bent grass.....	.....	.....	.....	.....
Biennial white-flowered sweet clover.....	.....	457,200	521,300	757,900
Biennial yellow-flowered sweet clover.....	.....	.....	38,200	24,400
Canary grass.....	.....	.....	.....	1,100
Carpet grass.....	.....	.....	11,200	.....
Crested dog's tail.....	6,700	.....	34,500	.....
Chewings fescue.....	84,000	107,600	693,400	503,800
Other fescues.....	30,600	22,200	97,000	98,900
Lawn gr. mixtures.....	.....	.....	.....	1,000
Rhodes grass.....	.....	.....	10,000	.....
Rough-stalked meadow grass.....	21,700	9,400	44,300	26,000
Serradella.....	5,200	2,300	5,200	2,300
Velvet grass.....	4,200	.....	4,700	.....
Wood meadow gr.....	.....	.....	.....	.....

Colorado Seedsmen Hold Excellent Meeting.

An exceptionally live-wire meeting was held by the enthusiasts composing the membership of the Colorado Seedsmen's Ass'n on Nov. 15-16, at Fort Collins, Colo., the home of the State Agricultural College.

The element of laying "cards on the table" mixed with wholesome humor of the "full house" variety, joined to make this gathering perhaps one of the most profitable held so far. Each speaker delivered a real message, well flavored with optimistic cheerfulness and humor.

To start the ball 'rolling C. R. Root "opened" the attack at 1:30 on the afternoon of Nov. 15 with a clever broadside at "Shelf-Warmers," and the most efficient method of applying the proverbial crow-bar to them. The "openers" were high and skillfully "called" for a "show-down" and "ante-ing" into discussion channels.

"Why don't Seedsmen get rich?" was the witty second act, in which Charles I. Simpson was the "head man" as "Get-Rich-Quick-Wallingford." Humorously enough, he drew upon his imagination to show how seeds will be distributed five years from now, in 1932, in which the plot suggested improvements in trade practices, etc.

FRANK H. BURTON, prominent seedsmen and mining engineer of Denver, would sort of flatten the world out figuratively, and the seed business literally, by filling up the valleys of the industry to the level of the peaks, judging from his well appointed remarks on "Flattening the Peak," which, true to the occasion, were just as lively and laughably sweetened with the optimistically helpful and enthusiastic spirit predominating as any of them made. Naturally, filling up the valleys is to be preferred to leveling the peaks!

H. A. STOCKER handled well the touchy topic of making refunds and adjustments without being gored by a greedy customer, and yet keeping that "always right" patron's good will and trade.

PROF. R. T. BURDICK inferred the seedsmen had not reached the stage of complete adolescence in his address on co-operative marketing.

"DO YOU KNOW BEANS?" was the dish handed to "Chef" C. L. Brinkerhoff to serve.

PROF. GEORGE LIST followed with a scientific treatment on "Aphids and Red Spiders and Their Control."

PRESIDENT J. D. LONG closed the afternoon performance with heavy applications of tart "Applesauce."

A BANQUET was served that evening at the Armstrong Hotel.

H. A. STOCKER again entertained, though this time in a lighter vein, being an accomplished vaudevillian and dietitian, as well as seedsmen. Some witty feminine impersonations kept the banqueters in a constant uproar, guaranteeing perfect digestion.

ANNA M. LUTE, seed analyst, delivered a most instructive treatise on "The Value of Seed Testing to the Retail Seedsmen," so the boys dedicated a song to her.

That the peppy occasion never need have a single "dull" moment, the following invigorating "War Cry" was drafted to be used melodiously, between acts:

(If possible to sing it, use tune of The Battle Hymn of the Republic.)

We sometimes get some orders in

The summer when it's hot,

But usually they're better in

The spring time when it's not,

And oftentimes in the winter

And sometimes in the fall,

We go along from week to week

With nary one at all.

Glory, glory, hallelujah,

Glory, glory, hallelujah,

Glory, glory, hallelujah,

Your seeds don't grow at all.

WEDNESDAY FORENOON was profitably employed in inspecting the seed testing laboratory and the College grounds.

OFFICERS ELECTED were: Charles I. Simpson, president; T. O. Vetting, vice-president, succeeding Mr. Simpson; and Armin Barteldes, the sec'y-treasurer, succeeding Frank Burton.

Will Displace Weeds with Flowers.

A southern Nebraska dealer had a weed patch. It was an unsightly weed patch extending some 25 or 30 feet north from his scale platform. During the summer months it kept him busy with the sickle in his spare moments. Everybody considered it a great muscle builder and economical exerciser, everybody but the sickle wielder.

When fall came the elevator operator thot how much better it would have been if the lot had been plowed up and planted to a flower garden. Hoeing is much easier than using a sickle. And when the hoeing is done around flowering plants the result is a burst of color which is an ornament to any elevator.

Suiting action to the thot he had the lot plowed up. He says next year he is going to have a flower garden. If he has got to work on the lot it might as well be with the hoe and with a beautifying end in view. Thus he will turn the liability into an advertising asset for the elevator.

Forty-five mills in Kansas have closed down. A still larger number in Oklahoma have pulled steam and some never will re-open, all because competition with Northwestern mills is too severe, according to testimony of E. H. Hogueland, commerce counsel for the Southwestern Millers' League before the Interstate Commerce Commission at Minneapolis on the hearing being conducted on Docket 17000, the readjustment of grain and grain products rates case ordered in the Hoch Smith resolution.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchant.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Wolf Seed Co., wholesale field seeds.
Kraus & Apfelbaum, field seed dealers.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Co-operative Elevator Service of Dept. of Agriculture.

By W. J. Kuhrt, U. S. Dept. of Agriculture, before Nebraska Farmers Grain Dealers Ass'n.

Eighty-four Nebraska elevators reported a total paid-up capital stock of \$1,415,956 or an average per elevator of \$16,858. Eighty-three of these elevators owned plants and equipment valued at \$1,244,549 or an average per elevator of \$14,995. This indicates that on the average, more than sufficient capital stock has been sold to take care of the required capital investments, thus providing a small amount for operating capital. In addition to this, 53 elevators of a total of 71 reporting showed surpluses which averaged \$8,466 per elevator. Eighteen elevators reported deficits averaging \$3,828 per elevator.

During the 1926-27 season 84 Nebraska elevators handled a total volume of business, including both grain and sidelines of \$14,549,492. Fifty per cent of these elevators reported total sales of from \$50,000 to \$150,000. The average volume of sales per elevator was \$173,208. These elevators handled 11,831,290 bus. of grain or an average per elevator of 140,849 bus. Forty-eight per cent of this volume was corn, 42 per cent wheat, and the balance was made up of oats, rye, barley and flax. Seventy-five of these elevators handled sidelines with a total sales valuation of \$3,797,053 or about \$50,627 per elevator. About 61 per cent of this value was made up of livestock handled for farmers; 14 per cent of coal and fuel; 8 per cent of lumber, and the balance of twine, machinery, flour and feed, and miscellaneous supplies.

Following the 1926-27 season, 41 of these elevators paid dividends on stock amounting to \$61,317 or about \$1,496 per elevator. In addition, 14 of these elevators returned patronage refunds amounting to \$44,151, or an average of \$3,154 per elevator.

Such information gives us significant facts regarding each area but, of course, does not go deep enough into your problems to be of much assistance to you in solving your problems.

To solve problems and to be of definite assistance, we are fully aware that we must study in more detail the prevailing problems in each area and work out plans or suggestions for improvements which are applicable to the section under study.

Excessive Overhead.—Farmers elevators in the spring wheat area commonly have overhead costs, such as plant and equipment, salaries, and other fixed expenses, adapted to a volume of grain business about twice the size of their normal handling at present. For bushel handling costs are therefore, higher than necessary. They can be reduced by greater care in expenditures, by handling more sidelines, consolidation of local handling facilities and by using every possible means of securing an additional proportion of the surplus grain produced in the community.

Hedging.—The data show that far too few of these farmers elevators have been keeping closely hedged or otherwise protected from price changes. Too many managers and directors have been speculating, largely by holding purchased grain unhedged with the result that some elevators have taken severe losses in some seasons when market prices moved unfavorably. Boards of Directors should be held responsible for seeing that managers keep hedged or otherwise protected as closely as possible at all times.

Stored Grain.—A third fact brought out by this study is that farmers elevators often lose from "spreads" in handling stored grain. These elevators commonly ship and sell part of the grain stored with them by farmers in order to make room. Such sales are hedged with futures as a rule. "Spreads" between cash and future prices often cause losses to these elevators when such hedges have to be held open long periods of time. When farmers delay in selling their storage tickets to the elevator, such losses from "spreads" often amount to several cents per bushel on all grain involved, but this loss would be offset to a great extent by collection of full storage charges from farmers. The study has revealed, however, that a group of elevators under study collected storage charges ranging from nothing to about 85 per cent, in 1925, the average for the group being about 50 per cent. In other words, these elevators were taking considerable loss by failure to collect full storage charges. During the past season there has resulted a determined effort to enact State laws requiring that collection of full storage be made compulsory upon all local elevators.

Premiums for Protein.—Another fact brought out is that there is need, on the part of farmers' elevators, in the spring wheat area for making a greater effort to reflect premiums for protein back to producers of high protein wheat. There are years, of course, when protein is of such small importance that the effort required would hardly be justified. There are many years, however, when premiums for protein are sufficiently high to warrant an attempt to differentiate in price between deliveries of high protein and low protein wheat.

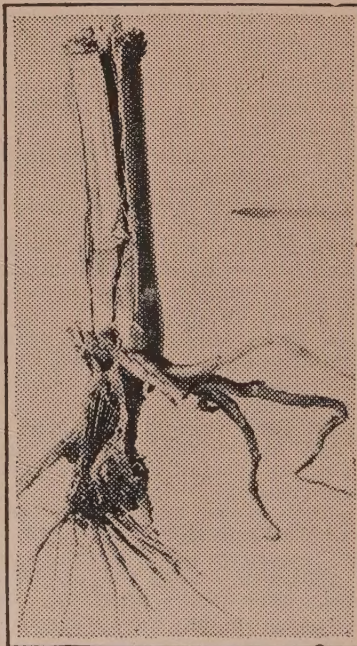
The data show that there have been variations in protein content of wheat delivered at a given station in a single season of as high as 8.25 per cent, and variations of 4 or 5 per cent are common. Such variations in protein content and consequent value of wheat, especially in seasons when high protein wheat is scarce, should not be disregarded by managers who desire to retain the good will and patronage of members and patrons. In 1925-26 two stations of a total of 61 studied made an attempt to reflect premiums, value for protein. Methods used by those two stations are described in a recent release by the Department and appear to be a step forward in the handling of this difficult problem at farmers' elevators.

Market News Service.—The idea of the Division in developing its market news service is not to offer simply a price quotation service, the needs for which seem to be well satisfied by existing private agencies, but rather to present in clear, concise form an analysis of the current factors which are affecting supply and demand and influencing prices of various grains. We feel that such information from an unbiased source would assist managers and directors both in understanding the price situation and in determining the proper policies of operation.

Among the legal services of the Division available to cooperatives should be mentioned the legal assistance which may be secured with respect to such matters as articles of incorporation, by-laws, and membership agreements, and also the expression of opinions on the more or less general legal questions involved in the organization and operation of co-operative elevators. A form of by-laws suitable for co-operative elevators has been prepared in the Division. This should be of assistance to any group of farmers in any State that contemplate the formation of a co-operative elevator. It should also prove helpful to those cooperative elevators that are desirous of changing their by-laws in order to bring them up-to-date.

The Western Producer thinks Wheat Pool members should be satisfied with such information as they have been receiving. One reason why the Western Producer thinks no complaint should be made is that "no member of the Wheat Pools in Western Canada has ever found it difficult to obtain any information regarding the Pools from his provincial organization, provided such organization was in possession of this information."

Borer's Winter Home



Winter quarters for many European Corn Borers are in the lower part of the corn stock. Unless stocks are cut low and early in the fall, a high percentage of the borers will winter over.

Insurance Notes.

As an inducement to install ventilated electric motors it has been suggested that elevator owners be given the benefit of a charge of 5 cents in addition to the present charge for each open type motor operating in dusty locations. In the past few years all the leading manufacturers of electric motors have begun the building of ventilated motors, with or without pipes, so that now equipment having this fire preventive improvement is readily available. It is impossible to maintain an open type squirrel cage motor in a dust free condition at all times.

Oil Power Sometimes Cheapest.

Exorbitant rates for electric current charged by the power and lighting companies in certain sections of the country are a heavy burden on feed millers whose principal cost of operation is for power to drive the grinder. In some cases the rate for electric current is so high that the custom feed miller to come out whole must charge so much for grinding that the farmers are discouraged, when a more reasonable charge per bushel would greatly increase the volume.

One way out in these instances is to install an oil engine. This was done by Geo. Wilson at Arthur, Ont., who cut his power cost for electricity from \$2,200 to less than \$900 by installing a 60-h. p. diesel engine.

A mill at Ripley, Ont., using electric power at a cost of 3 cents per bag reduced this to less than one cent a bag by installing a 75-h. p. diesel engine.

Using a 37½-h. p. oil engine F. W. Andrews of Clinton, Ont., chopped 40,000 bags at a cost of less than one cent a bag and at a saving of \$1,300 over his former cost of electric power.

Oil engines have effected substantial savings for feed millers at a number of other points, especially compared with steam power in small units. At Stroud, Ont., an oil engine is grinding at 1½ cent per bag, against 6 cents for steam. At Newton, Ont., Chas. Elligson is grinding feed at a cost for oil of ¾ cent a bag. All of these engines were supplied by Fairbanks, Morse & Co.

Whether to install an oil engine or use electric power is a local problem. Where the rate for electric power is low and other conditions are favorable the electric motor may be more economical.

Books Received

AN AUDIT OF NORTHWESTERN ELEVATORS is contained in "A Study of Farmer Elevator Operation in the Spring Wheat Area," giving for 25 elevators an average for each year of each of 13 items of expense; and the average expense of handling side lines at 54 elevators. For 54 elevators the average expense was \$2,439 for salaries, \$1,001 for extra labor, out of total expense of \$8,065, which on the average number of bushels handled (161,039) amounted to 5.01 cents per bushel. On grain only the average expense was 4.46c. The three elevators handling 300,000 to 350,000 bus. a year did it at 2.59, while those handling 50,000 to 100,000 bus. did it at 6.86c a bushel. Expense of handling side lines ran from 1.21 to 32.29c per dollar of sales. The average margin realized from grain trading was 5.94c per bushel. About 70% realized a net profit from grain trading, and 93% realized a net profit from side lines. In part II of the study the 1925 crop of wheat handled by these elevators is analyzed as to variation in quality factors, especially protein content and the premiums paid therefor. The group of farmers' elevators studied in Minnesota, North Dakota and Montana received on an average \$1.65 per bushel for 2,571 cars shipped, and the net price payable to growers was \$1.41, the 24c deduction covering the elevator margin of 1c, freight, inspection and weighing fees and commissions. By W. J. Kuhrt, Bureau of Agricultural Economics, U. S. Dept. of Agriculture, Washington, D. C.

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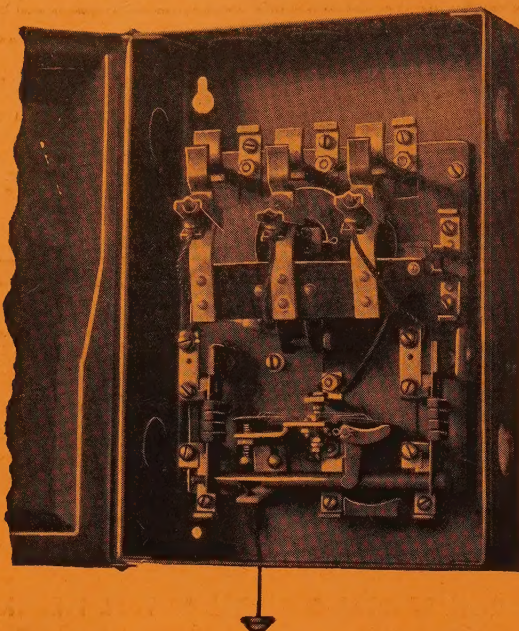
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